MANAGING PEOPLE FOR RESULT

Successful organisations all over the world, understand that to significantly increase productivity, leaders need to nurture and develop productive relationships with their staff. Employees have to be coached and mentored by more experienced staff to achieve stated goals and objectives. It is universally true that ***"leaders develop people who in turn develop businesses".***

Good managers take on many roles. They communicate a clear vision and articulate a precise direction. They provide feedback, inspiration, encouragement and when necessary – discipline. A good manager does whatever it takes to help employees move forward professionally and personally. Your managers require this special programme on managing people skills to assist them develop the potential of their associates.

Learning Objectives

At the end of the programme, you will:

• Apply coaching and mentoring techniques to unlock employee potential for maximum performance

• Use emotional intelligence in managing associates

• Develop coaching skills, attitudes and behaviours to foster success at all levels

• Recognize and adapt to individual and situational differences

• Create a positive, supportive environment that generates commitment and enthusiasm between managers and associates.

• Manage subordinates' (mentees) expectations and guide them to achieve department and corporate goals,

- Handle concerns without hurting

Learning Contents

- Managers as mentors
- Why mentoring makes sense
- Mentoring skills
- Mentoring partnerships and issues
- Establishing shared insight through quality feedback
- Fostering self-awareness and self-responsibility
- G.R.O.W model
- Reviewing success
- Coaching and its benefits
- Step in coaching
- Learning styles
- The effective communication process
- Using and interpreting body language
- Persuasion technique
- Transactional analysis
- How to give instructions

Managing relationships with emotional intelligence

- Working with emotional intelligence
- Building trust
- Leadership styles

- Employee’s readiness and willingness
- Implementing situational leadership
- Motivation process
    - Motivating People
- Understanding individual and group needs
- Gaining cooperation and commitment

Fee:

Physical	Virtual (local)	Virtual (International)
₦ 250,000.00	₦ 209,900.00	$ 165.00

Discounts off regular fees for open programmes: 3-5 nominations – 5%

Programme also available as in-plant. Fee: Negotiable

Who Should Attend?

Officers and managers who desire enduring result

Date:

February 4 – 6,

May 13 – 15,

September 16 – 18, 2026

Property of Impact Consulting Nigeria.

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