

# Successfully Managing People In The Technical Industry - 2 Days

**Course Description:** *Successfully Managing People* is a two-day course designed to give skills to those in supervision or management. The program is filled with behavioral skills that will help motivate, equip, and discipline the worker. Interactive pieces are placed within this course to allow the learner the opportunity to interject real life situations. Those in attendance will leave with tricks of the trade that can only be learned after years of experience.

## **Course Objectives:**

- Define barriers technical managers face when managing
- Analyze job responsibilities
- Evaluate communication skills and styles which technical managers must possess
- Analyze hurdles technical managers face in dealing with different divisions
- Assess modern day managing myths in technical management
- Select qualities technical managers must possess
- Evaluate how to coach employees toward success
- Equip technical and non-technical workers with new skills
- Develop a Mission Statement and Vision
- Identify vision through leadership
- Understand why visions fail
- Evaluate where you are going and setting realistic goals
- Explain tough-minded leadership
- Contrast different change strategies
- Classify why people block change
- Choose ways to reduce employee resistance
- Evaluate changes which support goals
- Identify secrets to implementing change
- Develop core values in the technical industry
- Explore strategies for creating trust
- Evaluate an empowerment success list
- Define ways to equip and empower
- Describe requirements for being an overcomer
- Analyze two types of motivation
- Examine ways to align motivational techniques to workers
- Evaluate how to hire great employees
- Analyze the disciplining of employees and ways for changing behavior
- Identify how to track employees
- Discuss values of successful coaching
- Understand the three step process to coaching
- Recall attributes of successful coaches
- Analyze common coaching mistakes