

THE 7 MODES OF MODERN MANAGEMENT



Bringing structure to the roles and responsibilities of management

Make no mistake, organisations need great managers to manage both technology AND people. But the loudest squeak gets the oil. Managers can get caught up in their departments and will continuously request technical training and upgrades to make their department more efficient. Do you know any organisation that places too much emphasis on technical training and allows the people management skills to ebb away? It's the people management skills that keep the organisation lubricated with a positive attitude and a "can do approach". In this course participants discover the 7 Modes of Modern Management:

1. Manager as Strategist
2. Manager as Productivity Director
3. Managers as Change Champion
4. Manager as Decision Maker
5. Manager as Coach
6. Manager as Performance Consultant
7. Manager as Organisational Psychologist

**2-DAY
BREAKTHROUGH
COURSE**

\$1,250 pp EX GST

Adelaide:
June 27 & 28

Venue:
Adelaide,
Address:
TBC

"Every manager needs to be a strategist. If your managers are not pursuing your strategic objectives then what are they doing?"



7 Modes of Modern Management

Manager as Strategist

Every manager needs to be a strategist. If your managers are not pursuing your strategic objectives then what are they doing? Too many managers make their own department objectives which bear little resemblance to the organisation's objectives. C-R-A-Z-Y

- Review Strategic Objectives
- Critique how objectives are measured
- Lining up all the ducks in a row
- Wise words from Drucker about the role of managers
- Strategic questions that must be applied to every task and project

Manager as Production Director

What movie are you the production director of? Do you know what your audience (customer) wants? Can you make a better movie more effectively and efficiently? It's time to learn some dramaturgy disciplines. It's interesting how many managers get stuck in silos and never see the greater picture, Ready...Set...Action...

- Evidence based outputs
- Getting new ideas to boost productivity
- Understanding customers needs and expectations
- Dramaturgy at Disneyland
- Time management essentials

(continued overleaf)

REGISTRATION FORM OVERLEAF

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Manager as Change Champion

Staff will often fear change. If your organisation isn't constantly undergoing change then you'll soon be a dinosaur. Managers need to permeate change through the organisation. Doomed change initiatives usually get bottle necked at management level. Organisations need change champions.

- Analysis of Scott and Jaffe Change model
- Overcoming fear of change
- Gladwell's tipping point
- Permeating change through the organisation

Manager as Decision Maker

Decision making is a risky part of being a manager. One way to avoid making poor decisions is to procrastinate. But procrastination often leads to lost opportunities. This module explores management decision making. Structured decision making delivers better outcomes for the organisation

- Problems with procrastination
- Unconscious bias
- Structured thinking
- The role of heuristics

Manager as Coach

Some managers are excellent coaches and some struggle or ignore coaching altogether. Coaching is an essential part of being a manager. Follow a proven framework and it is not as daunting as it sounds. In fact it's often regarded as the most fulfilling part of being a manager.

- Using the GROW model
- On-the-Job Coaching made easy
- Solution focussed coaching
- Keeping momentum with action plans

Manager as Performance Consultant

A critical function of management is to ensure you get optimal performance from your people. Your team might consist of high potentials, slackers and people who have quit and stayed. You need to learn how to performance manage to deliver your objectives.

- Performance consulting essentials
- Giving and receiving feedback
- 365 PM Approach
- Courageous conversations

Manager as Organisational Psychologist

Have you noticed a culture of entitlement building internally or externally? Customers can be irrational. A colleague carrying resentment and a poor attitude can dampen the morale of an entire office. So you need to be an organisational psychologist on top of all your other roles. You'll enjoy this module as you discover human behavioural patterns and understand how people tick.

- Personality profiling
- Dealing with Difficult People
- Workplace Ego
- Politics in the workplace
- Resolving workplace conflict



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ADELAIDE 27 & 28 June Address: CBD, TBC 9.00am – 4.30 pm

The 7 Modes of Modern Management: Total No. of Seats X \$1,250 + GST

Total for Training Programs: + GST

Please Note: 1. Cancellations not received by email by 5pm 21 working days before the event will be charged in full.
2. A tax invoice will be issued prior to the event 3. Payment must be received prior to the event