

Sailing through Economic Uncertainty for Management

Make your organisation resilient to the toughest economic shifts in our lifetime.

SAILING THROUGH ECONOMIC UNCERTAINTY MAY SOUND DIFFICULT. MANY ORGANISATIONS AND MANAGERS ARE VERY NERVOUS ABOUT THE CURRENT ECONOMIC CLIMATE. HOWEVER HUMAN BEINGS HAVE BEEN GETTING THROUGH TOUGH TIMES THROUGHOUT HISTORY. LEARN SOME PROVEN METHODS OF GETTING THROUGH TOUGH TIMES WITHOUT SAPPING ALL YOUR ENERGY AND RESOURCES.

Managers and employees who are committed to your organisation are a competitive edge. During economic uncertainty the short term performance of your people is critical for morale and productivity. Your people need some tactical wins and they need to feel valued. Sailing through uncertainty is all about planning and being prepared for what's ahead.

When previous economic downturns occur most organisations choose to panic and freeze. This is your opportunity to take advantage of this once in a lifetime situation. Ensure your people are equipped to look for opportunities when other organisations are in panic mode.

Action Plan

1. How to set interim performance objectives.
2. How to develop effective coaching relationships with staff.
3. How to keep people focused on bigger opportunities.
4. How to get discretionary effort without asking.
5. How to motivate people to want to achieve interim targets.
6. How to develop effective communication skills that can be applied in a wide variety of contexts and situations.
7. How to have tough conversations that may have been avoided.
8. How to change old patterns of behaviour and replace them with powerful action plans.
9. How to build trust levels to nurture an environment of open communication.



Key learning outcomes

Your **Sailing through Economic Uncertainty for Management** program will give participants the skills to:

- Plan and structure interim performance management metrics
- Give regular and effective feedback
- Build rapport to generate trust and manage resistance
- Use effective communication techniques to empower others
- Understand the philosophy of change management
- Build levels of trust and support
- Address poor performance before it spirals
- Hinder sabotage campaigns and “sitting it out”
- Develop empowerment and problem solving behaviours
- Build a “can do” attitude
- Create a dream in everyone’s mind
- Use motivational techniques to reach objectives – What works and what doesn’t?

Would you like to attend this program?

- For maximum effectiveness, this program is best conducted as an in-house program.
- **Ideal group size:** 4 - 12 participants.
- **Venue:** For your convenience, you can choose to conduct this program at your business premises. Alternatively, we can provide a training venue at a small additional cost.
- **Duration:** This program can be adapted to meet your requirements.
- **Cost:** Price on request.
- **Target Audience:** Employees, Supervisors, Team Leaders, Senior Managers or CEOs.

If you would like more information on this training program, please contact:
Melinda Kavanagh - Marketing Manager 03 9805 8000 Email: mkavanagh@preftrain.com
or visit our website today.

www.preftrain.com

