



PREFERRED TRAINING NETWORKS

PEOPLE = PROFIT

"The most important of all things in our lives are people. No career, not money, not business but people." - Geoffrey Ocaya

People Management for Profit is a course designed to help professionals drive organizational success. In this course, participants will develop the skills and knowledge required to effectively manage people in a way that boosts profitability. Through interactive activities and discussion, students will explore key topics, including goal-setting, communication, team dynamics, and conflict resolution. They'll also learn how to motivate and engage employees to ensure their team reaches its full potential. With this course, participants will gain insight into the critical roles that managers and supervisors play in achieving organizational objectives and creating prosperous workplaces.

Key Course Content:

- Agreeing on your objectives
- Using NLP communication techniques to empower your employees
- Building synergy into your team Breaking down silos
- Eradicating negative performance at your workplace
- Empowering your people instead of a micro-management approach
- Linking feedback with reward management
- Using diversity to encourage greater knowledge sharing
- Getting win-win outcomes for your people and the organisation Setting agreed behavioural metrics
- Engaging your employees
- Engaging your customers/clients
- Communicating your progress



Target Audience:

The course can be tailored for the specific cohort whether it be the leadership team, another group of managers/team leaders or employees.



Duration:

This course is available as a 1-day course or a truncated half-day course.



Delivery:

This course can be delivered both in-person or virtually. For virtual delivery, we can use our virtual platforms or your organisations.



Group Size:

We recommend a group size of 4-10 people.