

Business Acumen & Managerial Effectiveness

Program Snapshot

In a company, a manager seen as having general business acumen is one who consistently exercises sound judgment - the results of his decisions are most often favourable. Our training on Business Acumen and Managerial Effectiveness is specifically designed to develop a fundamental set of core competencies for managerial success. The objective of the program is to build dexterity in influencing skills, communication, leadership, conflict management, negotiation, decision making and other key areas. Delegates participating in our program will be able to

- Analyse their effectiveness in terms of time, prioritisation, task and people management
- Know the effect of their own managerial behaviours on others
- Identify appropriate situations and techniques for assertive communication
- Assess their natural style(s) for handling conflicts and learn how to modify them
- Learn and consider the most appropriate influencing style(s) to achieve positive results
- Identify the key managerial and leadership behaviours that help them become truly effective in their roles to get work done
- Know how to give feedback for improvement and seek inputs from team
- Learn how keep their teams high on energy and make them feel accomplished
- Develop a personal action plan to implement and enhance personal effectiveness at work

For Levels

Senior Managers & Managers / Team Leaders / Supervisors

Duration

2 days

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