

# Management



Over the last several years, management has taken on many new and complex dimensions. Advancing technology, changing values, and increasing competition have created new and exciting possibilities for every company. The challenge facing management today is developing an organization that can achieve tomorrow's goals while continuing to meet the daily challenges of today's changing business environment. To balance these organizational and economic demands a manager needs a systematic, results-oriented approach to organizing, managing, and motivating their people.

Today's management requires the skills to manage people to a higher level of productivity and successful outcomes. Every company and organization is forced to accomplish more with less in this global business environment. Effective managers are a key ingredient for increased profitability and growth for organizations.

## Issues Covered Within This Process

- Manager as a Leader
- Criteria for Goal Setting
- Order of Values
- Solution and Action Steps
- Confidence
- Attitude Motivation
- Transaction Analysis
- Timing and Decisions
- Management Communications
- Making the Most of Your Time
- Subordinate Development
- Creating a Problem Solving Environment

## The Results are Measurable

- Cohesive, Energized Teams
- Reduced Turnover
- Improved Organizational Profits
- Developed and Sustained Corporate Values
- Professional Expectations Accomplished
- Increased Market Share

## The Process

The Management Development process is designed to help managers develop the skills needed to do more with less and be able to aggressively accomplish organizational and personal goals and objectives. As a result of this process, managers understand why and how they can be essential to achieving the organization's goals. This process makes management development not only possible, but eminently profitable. ■

## The Formula For Success

**Ask + Goals = PBC → IR**

Attitude  
Skills  
Knowledge

Positive  
Behavior  
Change

Improved  
Results

## Contact Information

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