

Leadership & Management Skills

At its core, management is about setting goals and bringing your team along with you to achieve the company mission and ultimately, generate sales.

"Management is doing things right; leadership is doing the right things"

- Peter F. Drucker

Managers are there to get the most out of people by having clear objectives, being able to communicate effectively and have an ability to review and adapt to the challenges that come your way. What we cover:

*Maximising Team Performance
Increasing Team Resilience
Optimising Team Retention*

The Masterclass:

By attending this course you will have an understanding of the roles and responsibilities of a manager along with practical techniques to create high performing teams. We will look at the following:

- Your role as a manager & using appropriate styles
- Building and developing your team
- SMART objectives
- Effective coaching
- Time management
- Delegation

Takeaways:

From this course, participants gain the skills and knowledge to thrive in their first managerial role. Our experienced trainers provide a thorough understanding of the role of the manager within a sales-specific environment, equipping them with the necessary techniques and tips to manage both individuals and teams with confidence, whilst encouraging them to generate optimum sales.

