



# Advanced Management Skills

14 February 2017

Joining Instructions  
MTD Training Centre, Coventry

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# Learn The Skills, Behaviours & Strategies That Will Take Your Managerial & Leadership Skills To The Next Level

## Course Overview

Our “**Advanced Management Skills**” workshop will provide you with the skill-sets and characteristics to become better than you had ever perceived you could be.

Being a ‘great’ manager cannot guarantee success these days – only by being the best of the best will you make an impact on your department, your company and your industry.

After this one-day workshop, you will go back to the workplace with a toolbox full of advanced management skills that you can use to build your success in managing yourself and others.

This course is formally accredited by The Chartered Management Institute (CMI) and you can have the option to receive a CMI Certification.

## Who Will Benefit From The Course?

This course will benefit anyone who would like to inspire themselves and their teams to higher performance, in particular:

- Supervisors
- Team Leaders
- Sales Managers
- HR Professionals
- Project Managers
- Change Managers
- Experienced Managers
- Anyone who has attended our Essential Management Skills course

## With The Help Of This Course Delegates Will Be Able To:

- Know their own style and how it impacts on others
- Create a Personal Skill-Set that will set them apart
- Apply their Emotional Intelligence
- Communicate elegantly and effectively
- Build a motivated and inspired team of people
- Develop a plan to create ongoing success
- Manage their own boss more effectively
- Manage others who they have no line manager responsibility over



### Introduction & Objectives

#### Self-Skills

##### **What makes the difference between 'good' and 'excellent'?**

You may have been a manager for some time, but what makes you stand out from the rest? Find out your current personal style and what it means to you and your team

##### **The Personal Skills that allow you to excel**

What skills do managers and leaders require to be the best in modern times? Our research has shown the skills the future leader will need to take themselves and their businesses forward

##### **Improving your Emotional Intelligence**

A key skill that's needed by today's manager, and one that's vastly under-rated! Take a test to see how you measure up in the emotional intelligence stakes. Analyse why this is such an important skill to develop for the advanced manager

### Lunch

#### Interpersonal -Skills

##### **Advanced Communication & Influencing Skills**

Learn how to be a master communicator! Learn why it's not enough to just put your message across...it's just as important to understand the other person's point of view. The advanced manager has the skills and techniques to influence and persuade elegantly and with passion! You'll understand what makes others tick, how they process information, what their motivations and preferences are and then, armed with this knowledge, you'll know how to get the best out of them.

##### **Getting the Best from your Team**

Use all the skills you have picked up today and from your experience to create and design the best team possible. Analyse motivational techniques, set development plans and develop your team's strengths with our unique 'future-pacing' blueprint. You will never look at management the same way again!

##### **Managing Up & Managing Sideways**

There's no manual that provides you with the skills and know-how on how to manage your own boss! Until now of course. This session deals with management approaches and strategies so you'll know how to manage your own boss, learn how to say no and push back in the right way, how to manage their expectations and how to have a productive working relationship. You'll also learn how to manage others who you have no direct responsibility over but who you need to get results through!

### Close

## Housekeeping and Accommodation



### **Start & Finish Times:**

9:30am start

4:30 – 5:00pm finish

### **Lunch & Refreshments:**

Included in course fee

### **Parking:**

Is 'free' for MTD delegates

### **Dress Code:**

Whatever you feel comfortable in

### **Accommodation:**

If you require accommodation, we would recommend staying at the Premier Inn Coventry East Hotel.

You can book this here: <http://www.premierinn.com/gb/en/hotels/england/west-midlands/coventry/coventry-east-binleya46.html>

## About The MTD Training Centre - Coventry



**The location of your training event is a very important factor for us** as we want to provide you with only the very best facilities for your course so that you can arrive easily and hassle free and enjoy a great learning environment. At MTD's head office in Coventry we have our very own training rooms that were purpose built from scratch to provide you with a great learning experience.

We have always received excellent feedback from all of our delegates about the venue.

Our training centre is less than a 5 minute drive from the M6, Junction 2 and only 15 minutes in a taxi from Coventry Train Station. Birmingham Airport is just 14 miles away. Car parking is free as well!



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