

# Managing for Results

## Leading edge strategies for achieving sustainable business results

### Introduction

In today's business environment, sustained results cannot be achieved by managers who have not been trained to employ effective management practices. There is no such thing as a natural manager who is untrained, just as can be no competent medical doctor who does not apply techniques learned in medical school.

Our "Managing for Results" seminar is a leading edge programme that provides the full-range of knowledge and know-how needed to get outstanding results through people. It is based on best practices and is skills-based. In other words, participants will not only know what to do, but also how to apply proven strategies to achieve optimal results.

### Overarching Purpose

The goal of this course is to provide managers with the full range of managerial know-how to obtain highly effective results through people.

### The Unique Benefits of Our Approach

Our programme differentiates itself from others in three important ways:

1. It is diagnostic i.e. participants will diagnose their individual strengths and weaknesses in management to formulate a personal improvement plan.
2. It is highly practical. The tenets of the Managing for Results programme are based on the most effective, up-to-date practices known, practices that are guaranteed to achieve results.
3. It is complete. The full course covers all activities that required to attain sustainable results through people.

### Duration

5 days, with evening assignments.

### Target Population

All levels of Managers and Executives.

### Pedagogical Approach (Method Employed)

The programme is highly interactive, with personal and group assignments, case studies, role plays, practical simulations and individual assessments.

### Course Content

The Managing for Results programme comprises 15 sessions, each of which are designed to achieve specific training objectives.

The sessions are:

- Session 1 - Why Managers Fail
- Session 2 - The Functions & Activities of Management
- Session 3 - The Performance Scorecard
- Session 4 - Action Planning
- Session 5 - Delegating
- Session 6 - Selecting People
- Session 7 - Communicating
- Session 8 - Motivating People
- Session 9 - Developing People
- Session 10 - Why Decisions Fail
- Session 11 - Making Effective Decisions
- Session 12 - Maintaining Effective Controls
- Session 13 - Correcting Sub-standard Performance
- Session 14 - Appraising Overall Performance
- Session 15 - The Personal Qualities of Great Managers

### SETA Accreditation

Company Seta Accreditation Number : 0879

