

# Efficient Management 1 - Positioning

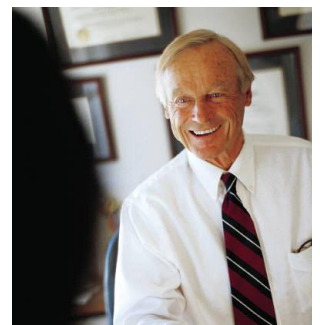
## Seminar objectives

The participants

- Learn to question their own strengths and weaknesses
- Create their own DISG personality profile
- Recognize other people's behavioural styles and learn how to take them into consideration in management.
- Learn to recognize the appearance of inner attitudes and how these can be changed or eliminated if necessary
- Identify basic ethical values, clarity and transparency as a basis for successful leadership.
- Detect the effects of his or her attitude on the person they are talking to and the behaviour of colleagues.
- Check their own way of dealing with objectives
- Learn how to set their own objectives and to apply these to their employees
- Check their own sales know-how and supplement this by modern means of sales control, sales planning and sales success
- Intensify their dealing with planning instruments (active planning, statistics)
- Train to have efficient conversations with their employees

## Contents

- Leadership Profile
- Positioning of the own leadership style
- Attitude
- Setting Objectives
- Management by Objectives
- Agreement on Objectives



## Methods

- Lectures
- Group work
- Exercise – Case studies
- Role-play
- Feedback

## Organisation

- Target Groups
  - Managers
  - Product Managers
  - Group leaders
- Period
  - 2 days