

## Managing, leading & inspiring people: “would I follow me?”

### Description

Over 4 months each participant will explore the essential competencies of outstanding managers & leaders. A total of 20 hours of personal development will produce a manager that can truly lead & inspire others to follow them.

### What will be covered?

1. Would you want to be lead by you? A self-assessment of your natural management skills
2. The 8 core competencies of a manager
3. The 7 essential leadership behaviours
4. Discovering what 5 small differences outstanding leaders DO that average managers DON'T
5. Understanding when to use one of the 6 leadership styles

Practical exercises will be set for each Manager to initiate with their own team – including:

- Creating a meaningful vision for the team
- Propelling team members towards their REAL potential
- Challenging a team member through delegating a 'stretch' assignment
- Delivering tough messages through empowering developmental feedback

### Benefits and outputs

- Managers will pin-point what they DO and DON'T know about the people in their team
- Managers will become better equipped to deal with the different personalities in their team
- Managers will increase their understanding of their own strengths and how to capitalise on them
- Managers will have a personal development plan, co-created with their Mentor Coach to develop their managerial effectiveness

## Format for the learning

Each month there will be a minimum of 5 hours of training and development, where participants will be part of a 6-8 person group, from different businesses. Each group will be facilitated by an experienced Group Mentor Coach, to ensure all Managers are involved and engaged.

### Sample schedule:

**Week 1:** Self-study (60-mins) Pre-reading & completion of learning objectives

**Week 2:** Group tele-class, practical discussion exercise & one to one coaching session with their Mentor Coach

**Week 4:** Coaching session (60-mins) One to one coaching session with Mentor Coach to review progress

## Why this learning format works

- Group size (6 to 9 per group) optimises collaboration and synergy from the diversity of the group
- Facilitators use their expertise and direct knowledge to challenge and draw out individual's experiences within the group
- Support and guidance on applying individual learning will be provided by their Mentor Coach
- Learning is 'bite size' with immediate call to action
- No travelling or extended time away from their office

## Price

Twenty hours of Management Development per Manager will cost £1,375 + VAT  
**(an investment of less than £115.00 over a 12-month period!)**

Discount for group bookings:

- Two bookings receive a 5% discount
- Three or more bookings receive a 10% discount

### Start dates for the 4 month Executive Management Development Groups are:

- November 10th, 14th, 17th & 19th
- December 3rd

**Email [info@altrixconsultants.co.uk](mailto:info@altrixconsultants.co.uk) or call +44 (0) 1285 771131 to book a place in one of the above Executive Management Development Groups**