

AMA2602: THE 7 HABITS FOR MANAGERS: ESSENTIAL SKILLS AND TOOLS FOR LEADING TEAMS

Course Code: 2569

Join the millions, and allow FranklinCovey's training to transform you. Learn to cultivate effectiveness, lead with excellence, and transform your team for breakthrough results.

National surveys* of thousands of employees disclosed that while many people work hard, they are worried about their lack of effectiveness. Survey results indicate:

1. Less than 50% of your team's time is spent on the company's most important objectives
2. Only 14% of employees feel they are contributing to company success
3. Less than half of your team know company's goals

*Results of xQ Surveys conducted by Harris Interactive

The problems are not limited to one industry, one geographic location, one economic group or even one age group. They are common to all. Workers have too many assigned tasks and too many competing priorities. People can't identify key goals and, therefore, can't deliver excellent results. Individuals, even entire departments, lack open communication. Crises are often reacted to with fast, less-than-effective decisions. The good news is that changing ineffective behaviors to effective behaviors will benefit everyone in your organization. The 7 Habits® can not only help you to better manage yourself, but learn to lead others and unleash team potential. Attend this powerful 2-day workshop and discover the same principles that have led the world's foremost business leaders to the professional and business success they dreamed of.

What You'll Learn

- Habit 1: Be Proactive—Become a resourceful, innovative manager who quickly accomplishes goals and motivates team members to get things done
- Habit 2: Begin with the End in Mind—Have a clear vision of what you want your contribution as a manager to be and shape your own future
- Habit 3: Put First Things First—Focus on top priorities and be regarded for follow-through and organizational skills; eliminate the unimportant

- Habit 4: Think Win-Win—Cultivate enthusiasm with performance measurements that satisfy both employee and employer goals; share recognition and success
- Habit 5: Seek First to Understand, Then Be Understood—Give honest, accurate feedback that develops trust and understand the physical components of communication and how they impact the message
- Habit 6: Synergize—Understand how differences can contribute to innovative solutions; maximize opinions, perspectives and backgrounds
- Habit 7: Sharpen the Saw—Maintain and increase effectiveness by renewing yourself mentally and physically

Who Needs to Attend

Managers who are seeking to become more effective, build better relationships and help their organization succeed

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CLASSROOM LIVE

\$2,995 USD

2 Day

Classroom Live Outline

1. **Habit 1: Be Proactive®**

- Take Initiative
- Manage Change
- Respond Proactively
- Keep Commitments
- Take Responsibility and Practice Accountability
- Create Positive Business Results
- Define Vision and Values
- Create a Mission Statement
- Set Measurable Team and Personal Goals
- Start Projects Successfully
- Align Goals to Priorities
- Focus on Desired Outcomes

2. **Habit 2: Begin with the End in Mind®**

- Define Vision and Values
- Create a Mission Statement
- Set Measurable Team and Personal Goals
- Start Projects Successfully
- Align Goals to Priorities
- Focus on Desired Outcomes

3. **Habit 3: Put First Things First®**

- Execute Strategy
- Apply Effective Delegation Skills
- Focus on Important Activities
- Apply Effective Planning and Prioritization Skills

- Balance Key Priorities
 - Eliminate Low Priorities and Time-Wasters
 - Use Planning Tools Effectively
 - Use Effective Time Management Skills
4. **Habit 4: Think Win-Win®**
- Build High-Trust Relationships
 - Build Effective Teams
 - Apply Successful Negotiation Skills
 - Use Effective Collaboration
 - Build Productive Business Relationships
5. **Habit 5: Seek First to Understand, Then to Be Understood®**
- Apply Effective Interpersonal Communication
 - Overcome Communication Pitfalls
 - Apply Effective Listening Skills
 - Understand Others
 - Reach Mutual Understanding
 - Communicate Viewpoints Effectively
 - Apply Productive Input and Feedback
 - Apply Effective Persuasion Techniques
6. **Habit 6: Synergize®**
- Leverage Diversity
 - Apply Effective Problem Solving
 - Apply Collaborative Decision Making
 - Value Differences
 - Build on Divergent Strengths
 - Leverage Creative Collaboration
 - Embrace Leverage Innovation
7. **Habit 7: Sharpen the Saw®**
- Achieve Life Balance
 - Apply Continuous Improvement
 - Seek Continuous Learning

Dec 8 - 9, 2025 | 9:00 AM - 5:00 PM | ATLANTA, GA

Jan 29 - 30, 2026 | 9:00 AM - 5:00 PM | NEW YORK CITY, NY

Feb 12 - 13, 2026 | 9:00 AM - 5:00 PM | CHICAGO, IL

Feb 19 - 20, 2026 | 9:00 AM - 5:00 PM | ATLANTA, GA

Mar 5 - 6, 2026 | 9:00 AM - 5:00 PM | NEW YORK CITY, NY

Mar 19 - 20, 2026 | 9:00 AM - 5:00 PM | WASHINGTON, DC

Apr 27 - 28, 2026 | 9:00 AM - 5:00 PM | NEW YORK CITY, NY

May 4 - 5, 2026 | 9:00 AM - 5:00 PM | ATLANTA, GA

May 14 - 15, 2026 | 9:00 AM - 5:00 PM | CHICAGO, IL

May 20 - 21, 2026 | 9:00 AM - 5:00 PM | SAN FRANCISCO, CA

Jun 15 - 16, 2026 | 9:00 AM - 5:00 PM | NEW YORK CITY, NY

Jul 13 - 14, 2026 | 9:00 AM - 5:00 PM | NEW YORK CITY, NY

Jul 27 - 28, 2026 | 9:00 AM - 5:00 PM | ATLANTA, GA

Aug 3 - 4, 2026 | 9:00 AM - 5:00 PM | CHICAGO, IL

Sep 14 - 15, 2026 | 9:00 AM - 5:00 PM | NEW YORK CITY, NY

Sep 21 - 22, 2026 | 9:00 AM - 5:00 PM | WASHINGTON, DC

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Dec 8 - 9, 2025 | 12:00 - 6:00 PM EST

Jan 12 - 13, 2026 | 9:00 AM - 3:00 PM EST

Jan 27 - 28, 2026 | 10:00 AM - 4:00 PM EST

Feb 5 - 6, 2026 | 9:00 AM - 3:00 PM EST

Feb 17 - 18, 2026 | 11:00 AM - 5:00 PM EST

Mar 2 - 3, 2026 | 9:00 AM - 3:00 PM EST

Mar 12 - 13, 2026 | 10:00 AM - 4:00 PM EDT

Apr 1 - 2, 2026 | 11:00 AM - 5:00 PM EDT

Apr 13 - 14, 2026 | 9:00 AM - 3:00 PM EDT
Apr 27 - 28, 2026 | 12:00 - 6:00 PM EDT
May 7 - 8, 2026 | 10:00 AM - 4:00 PM EDT
May 18 - 19, 2026 | 9:00 AM - 3:00 PM EDT
Jun 2 - 3, 2026 | 10:00 AM - 4:00 PM EDT
Jun 11 - 12, 2026 | 9:00 AM - 3:00 PM EDT
Jun 22 - 23, 2026 | 11:00 AM - 5:00 PM EDT
Jul 20 - 21, 2026 | 12:00 - 6:00 PM EDT
Jul 30 - 31, 2026 | 12:00 - 6:00 PM EDT
Aug 13 - 14, 2026 | 12:00 - 6:00 PM EDT
Aug 24 - 25, 2026 | 10:00 AM - 4:00 PM EDT
Sep 1 - 2, 2026 | 9:00 AM - 3:00 PM EDT
Sep 14 - 15, 2026 | 10:00 AM - 4:00 PM EDT
Sep 28 - 29, 2026 | 12:00 - 6:00 PM EDT

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