

# AMA2508: IMPROVING YOUR MANAGERIAL EFFECTIVENESS

Course Code: 821539

You have the power to create change and inspire successful outcomes

It's one thing to be a manager—but being an effective team leader takes special skills, knowledge and practice. This course will help you build a high-performing team by becoming a learning leader and partner, developing your team's ability to work together, and resolving conflict. Through lectures, discussions, self-assessments and other activities, you will gain insights about yourself and your role as a manager, as well as how your behaviors and ability to coach and mentor team members impacts their performance. In addition, you will apply what you learn to a prepared case study, plus a situation within your own team, and then share your solutions.

## What You'll Learn

- Improving personal and group effectiveness using a range of behavioral styles
- Applying tools to create high-performance teams
- Creating a team environment that encourages learning and development
- Applying coaching processes and behaviors
- Motivating and engaging your team
- Using the most effective conflict resolution approach based on the situation

## Who Needs to Attend

Experienced managers with three to five years of management experience who are interested in enhancing their managerial effectiveness.

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VIRTUAL CLASSROOM LIVE

\$2,995 USD

2 Day

## Virtual Classroom Live Outline

### Learning Objectives

- Define Your Managerial Role as a Learning Leader
- Extend Your Adaptability
- Apply Strategies and Tools to Create a High-Performance Team
- Motivate People By Using the Intrinsic Motivation Approach
- Apply Coaching Methodologies
- Navigate Your Team Through Conflicts
- Assist Your Team Members in Their Professional and Personal Development

### The Manager as Learning Leader—The Manager's Style

- Determine Your Role as a Learning Leader
- Identify the Primary Behavioral Characteristics of Each Style
- Determine How Your Behavioral Style Influences the Actions of Others
- Plan Actions to Improve Personal and Group Effectiveness Using a Range of Behavioral Styles

### Creating a High-Performance Team

- Determine the Difference Between a Team and a Group
- Apply Tools to Create High-Performance Teams
- Use Agreements to Improve a Team's Health

### The Manager as a Developer of People

- Explain the Connection Between a Learning Organization and the Development of Its Members
- Create a Team Environment That Encourages Learning and Development
- Apply Tools to Develop Your Team Members

### The Transformational Coach

- Redefine the Role of Manager as a Learning Partner
- Contrast Transactional and Transformational Coaching
- Assess the Readiness of Your Work Environment for Effective Partnership Coaching
- Assess Your Current Coaching Competencies
- Apply Coaching Processes and Behaviors

### **Style and Motivation**

- Determine the Key Values That Are Typical of Each Behavioral Style
- Select Motivators to Meet Individual Needs
- Apply an Intrinsic Motivational Approach
- Address Generational Differences

### **Managing Conflict**

- Assess Your Personal Preferences for Dealing with Conflict
- Identify Five Primary Modes for Managing Conflict
- Apply the Most Effective Approach Based on the Conflict Situation

### **Management Simulations**

- Apply Seminar Topics in an Integrated Way
- Apply Seminar Topics to Address Real-Life Team Situations
- Navigate Team Dynamics

Jul 14 - 15, 2025 | 9:00 AM - 5:00 PM EDT

Sep 22 - 23, 2025 | 10:00 AM - 6:00 PM EDT

Nov 13 - 14, 2025 | 9:00 AM - 5:00 PM EST

Jan 26 - 27, 2026 | 9:00 AM - 5:00 PM EST

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