

## **“The Effective Leader Part 2 – Getting the Best from your People”**

***A one day people management course with follow up laser coaching session - £299 + VAT***

Getting the best from people is the biggest part of most managers jobs – and the most difficult! This one day workshop is designed to help managers explore how to more effectively manage and inspire their biggest resource – their people. It is ideal as a follow on from the Effective Leader Induction programme, or for more experienced managers who need to focus on getting more from their people – more motivation, more energy and more productivity.

### **Are You.....**

- A manager or team leader who has responsibility for managing staff?
- Struggling to get your team motivated?
- Keen to demonstrate the value you and your team bring to the organisation in these difficult times?

### **Would you and your company benefit if you could.....**

- Really understand your staff and tap into what motivates them more often?
- Relate more effectively with people at work, particularly those you find most difficult to deal with?
- Motivate and inspire your team to achieve more?
- Lead by example?
- Coach your staff to problem solve and take more personal responsibility?

If you've answered **'YES'** to any of the above – then this course is designed for you!

You'll discover **proven techniques** and **tips** you can adapt to your particular business situation. You can **try them out immediately**, making a **real difference** to your **personal effectiveness** and **'people management skills'**.

### ***How much is it costing you now to NOT to get the best from your staff?***

How much is it costing the business? How much is it costing the people themselves? How much is it costing *you* on a personal level?

### **What you'll learn**

- The **Butterfly Principle**
- **Key coaching models** and questions
- The **4 main types of difficult people** and how to deal with them
- The **7 rules for effective delegation**
- **6 stages of delegation**

**When and Where** 9.30am – 4.30pm

Courses are held at quality venues in Newcastle or County Durham throughout the year.

### **And we provide In House Courses too!**

This people management programme can also be **delivered in-company** at a date and venue of your choice. If 4 or more people from your organisation want to attend, this is often more cost effective. Visit [www.theleadershipcoachingco.com](http://www.theleadershipcoachingco.com) and contact us about in-company programmes

### **What can you expect?**

There'll be plenty of time for **group interaction** and you'll get the chance to ask the trainer specific questions. The environment will be **relaxed and friendly** (smart-casual dress) and you'll have the opportunity to exchange ideas with other participants. Places will be limited to a **maximum of 10** to ensure you receive a **personalised** service.

### **Meet your Trainer – Julie Johnson**

Julie has worked in public and private sector organisations in a variety of management roles over the past 20 years, and currently runs her own company. She has worked with all levels of management in organisations of all sizes across the voluntary, public and private sectors. Julie is passionate about helping people take the lead in their own lives and work, and she specialises in supporting managers and leaders at all levels to work to their full potential, and encourage and support their direct reports to do the same. Julie has experienced the reality of leading and managing people from different perspectives, and her approach, as a result, is practical, grounded in reality and very enthusiastic!

**Questions?** If you have any questions about this course, please call us on 0845 1662328 or contact us [here](#).

### **What's included in the fee?**

- Lunch and refreshments
- Comprehensive workbook full of practical information to keep for future reference
- A 'Certificate of Attendance' is available on request
- Because we recognise that the real challenge comes when you return to work and begin to put your learning into practice, a **laser coaching session** is available after the course to support you as you implement your learning and improve your personal and team productivity and working relationships.

### **How much is all this?**

Only **£299** plus VAT (current total £343.85). When you book **3 or more places** for colleagues to attend the same event, you receive a **10% discount**.

As we're confident you'll benefit from this personal development course, we offer a **Money Back Guarantee**. If you can honestly say that you haven't benefitted from attending our public course, just let us know in writing within 30 days of attending. Send your course workbook, along with your written reasons why, and we'll refund your money in full. (Maximum one refund per company).

If you're thinking of attending, then **act quickly** as our events have a track record of selling out fast.

***Don't miss out! It's easy to reserve your place today!***

#### **How to Book**

- **Telephone;** Call now on 0845 1662328
- **On line:** Simply Visit [www.theleadershipcoachingco.com](http://www.theleadershipcoachingco.com) and complete the booking form to reserve your place

#### **Can't make these dates?**

To receive priority notification as we schedule future courses visit [www.theleadershipcoachingco.com](http://www.theleadershipcoachingco.com) and contact us. Alternatively, we can deliver the material 1:1 or for a group in-house, if you prefer.

**Booking Information** – Iain – will need to discuss this, as not sure of process as regards TBS system for booking/payment

On receipt of your booking, we will confirm your place and send directions to the venue. Confirmation is sent to the person who made the booking. It is the responsibility of the recipient to ensure the participant (if different) is informed. Course fees must be paid in full before the course. Please note that cancellations made within 14 days of the course will not be refundable. If you are unable to attend, you can send another person in your place, at no additional cost. An invoice will be sent to cover VAT. VAT is charged at the current rate on accounts. In the event of a programme having to be cancelled, you will receive a full refund of the fee but we disclaim any further liability. When a 10% discount is given for multiple bookings from the same organisation, this is applied to the final invoice. We reserve the right to refuse bookings.