

Efficient Management 1

Seminar objectives

The participants

- Learn the importance of loyalty and other important qualities of efficient leadership
- Establish their own leadership style according to DISC®-Types
- Will be able to evaluate the advantages and disadvantages of various behavioural styles according to DISC®-Types
- Learn to recognize and accept the leading by objective-agreement
- Learn to hold efficient conversations with their employees on objective agreement and achieving objectives (e.g. increased turnover in spares sales and maintenance contracts)
- Learn to know and carry through the importance and implementation of checking objectives
- Learn how to motivate employees

Contents

- DISC®-Type Analysis of Behavioural Profile
- Management by objectives (MBO)
- Employees Motives
- Discussions (objective setting and achieving)
- Leading by motivation
- Objective checking



Methods

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

Organisation

- Target Groups
 - Service Manager
- Period
 - 2 days