

Leadership by objectives

Seminar objectives

The participants

- Lead employee face to face meetings and team meetings to objective agreements
- Lead follow up meetings with their employees to achieve the objectives
- Help their people to learn to sell new products
- Continue to peruse the objectives
- Recognise the motives of their team members and learn how to take them into consideration to motivate their people
- Learn how to conduct effective talks with employees that are compatible to the sort of person they are
- Check their own know-how and supplement this by modern means of control, planning and achieving success
- Intensify their dealing with planning instruments (active planning, statistics)

Contents

- Objective setting, management by objectives
- Objective-setting meetings
- Motives, Motivation
- Selling skills, techniques, Selling new products
- Follow up meetings (praise, criticize, empower people, motivation, Feedback.)



Methods

- Lectures
- Group work
- Single work
- Exercise
- Case studies

Organisation

- Target Groups
 - Service Manager
- Period
 - 2 days