Managing & Motivating Towards Excellence: Skills, Competencies, Traits & Techniques (8093)

9 – 13 May 2027
Muscat (Oman)



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Ref: 8093_1059417 **Date:** 9 – 13 May 2027 **Location:** Muscat (Oman) **Fees:** 5500 Euro

Introduction:

To create high levels of customer satisfaction and achieve the organizational mission, organizations must become One Big Team Working Together. Everyone must contribute their ideas, working together as internal customers.

The radical shift in the management paradigm necessitates that leaders and professionals recognize the importance of motivation in management. They must encourage and motivate employees to contribute their ideas, harness their potential, and adopt a major change of role.

In the post-industrial command and control era, business demands a new breed of leader who couples technical skills with people leadership, the ability to manage motivation, deploy motivation skills for managers, and utilize management motivation techniques to foster excellence.

A vital component of management is effecting change within an organization. This segment will tackle the challenge of change management motivation, providing leaders with strategies to encourage adaptability and resilience among employees during transitional periods.

Techniques of Motivation in Management for Managers and Supervisors:

This management motivation techniques and skills conference delves into the pivotal role of motivation in management. Managers will learn about various motivational techniques for managers, which are essential to enhance employee engagement and productivity. By understanding the type of motivation in management, attendees will be better equipped to drive their teams toward achieving organizational goals.

Participants in this management motivation techniques and skills conference will explore various motivation techniques in management and how they can be practically applied within their teams. Techniques such as setting clear goals, providing rewards and recognition, and ensuring a supportive work environment will be discussed.

Supervisors in this management motivation techniques and skills conference will gain insights into effectively motivating their subordinates and building a high-performance culture. These tactics involve directives but also hinge on the supervisor's ability to empathize with team members and understand their intrinsic motivators.

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Targeted Groups:

- Managers.
- Supervisors.
- Team leaders.
- Employees who are being prepared to be promoted to a managerial role.

Conference Objectives:

At the end of this management motivation techniques and skills conference, the participants will be able to:

- Manage and motivate their employees towards excellent performance.
- Learn to help their employees to harness their full potential towards excellence in the workplace.
- Understand employees' personal needs and motivate them to think innovatively.
- Apply knowledge of individual differences to motivate others.
- Remove blocks to motivation and develop people skills to motivate others.
- Gain insights into their strengths and weaknesses and leadership styles.
- Understand the emotional makeup of their teams, colleagues, and customers.
- Develop leadership competencies and skills to motivate employees.
- Understand and begin to practice innovative leadership.
- Build a foundation for continuous improvement.
- Be able to harness their employee's emotional intelligence to release creativity in the workplace.
- Understand and practice key people skills to motivate towards excellence.
- Aspire to leadership that buys into the achieving excellence model.

Targeted Competencies:

At this management motivation techniques and skills conference, the target competencies will:

- Leadership skills.
- Team management.
- Emotional Intelligence.
- Communication skills.

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Conference Content:

Unit 1: Adopting The New Organizational Culture Through Understanding People:

- Importance of perception.
- Perception in the workplace.
- Maximizing our perceptual ability.
- Type and trait theories of human personality.
- Understanding Personality Styles.
- Optimizing our personality strengths.
- Removing emotional blind spots.
- Appropriate self-disclosures.

Unit 2: Motivating Employees:

- Understanding motivation.
- Motivating ourselves and others.
- Applying theories of motivation in the workplace.
- How leaders can motivate employees.
- Removing blocks to motivation.
- Motivation for excellent performance.
- Motivating a high-performance team.
- The Art of Giving and Receiving Criticism.

Unit 3: Motivating Innovative and Creative Thinking in The Workplace:

- Psychological principles of creativity in the workplace.
- Encouraging creativity for continuous improvement.
- Convergent and divergent thinking.
- Understanding and managing creative people.
- Stages of the creative process: Preparation, Incubation, Illumination, and Verification.
- Transforming blocks into creativity.
- Creativity for business breakthroughs.
- Divergent Thinking Skills for Innovative Leadership.

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Unit 4: The New Leader:

- Psychological principles of leadership.
- Theories of leadership.
- Leadership for managing performance.
- Transactional leadership and transformational leadership.
- Visionary and competent leadership.
- Developing leadership integrity.
- Innovative leadership for excellent performance.
- Being Prepared to Lead.

Unit 5: Managing for Excellence:

- Development of Vision, Mission, Key Goals, and Key Processes.
- Optimizing the leader's natural strengths.
- Integrity and Compassion for Accountable Leadership.
- Leadership for Performance Management.
- Managing Change and Getting Others Involved.
- Leading by example.
- Inspirational Leadership.