



## Team Leader and Management Skills Masterclass Conference

14 - 18 Oct 2024  
Rome (Italy)



# Team Leader and Management Skills Masterclass Conference

**Ref.:** 8138\_281370 **Date:** 14 - 18 Oct 2024 **Location:** Rome (Italy) **Fees:** 4900 **Euro**

## Introduction:

This team leader and management skills masterclass training provides an opportunity to stand back from the day-to-day pressures of managerial life and focus on the wider arena. Rather than covering all management areas, the program focuses on topics many Management Professionals find little time to address during their typical busy working day.

The aim of this team leader and management skills masterclass conference is for participants to gain a holistic view of their wider organizational and strategic context and to be given the tools to formulate meaningful, longer-term personal and organizational objectives.

In this team leader and management skills masterclass conference, designed as a masterclass on leadership, participants will explore the intricate balance between leadership and team development for managerial success.

The focus will be cultivating leadership and team management skills vital to successful teams. Whether you are a manager in need of sharpening your team leader skills or seeking to understand team management in depth, this leadership masterclass provides the platform for elevating your managerial competencies to their peak.

## Overview of Masterclass Management:

The masterclass management conference is a strategic convergence of theory and practice, offering insights into masterclass business management. A manager masterclass that encapsulates the essence of leadership and team development, armed with knowledge, is beneficial for any management conference participant looking to excel in the fields of marketing management masterclass and beyond. The comprehensive approach promises to bridge the gap between theoretical knowledge and practical application in a dynamic business environment.

## Targeted Groups:

- Managers.
- Supervisors and Team leaders.
- HR staff.
- Employees who aim for great managerial skills to grow their careers.

## Conference Objectives:

At the end of this team leader and management skills masterclass conference, the participants will be able to:

- Describe the effect of the external and competitive environment on their organization.
- Select appropriate methods for measuring and managing performance.
- Describe their organization's culture and climate and their effects on performance.
- Link human resource management to strategic objectives.
- Consider a range of approaches to delegation.
- Select appropriate strategies for influencing and motivating others.
- Analyze the external and internal forces at work in an organization.
- Develop and communicate a compelling strategic vision.
- Measure and manage performance.
- Interpret organizational culture.
- Build influence and trust within and beyond the team.
- Delegate effectively.
- Reflect on their management style so that they can improve.
- Win people to their way of thinking.
- Deal with difficult and lazy employees.
- Take control of their time.
- Manage upwards as well as with their team.
- Motivate and create a culture of responsibility.

## Targeted Competencies:

Upon the end of this team leader and management skills masterclass conference, the target competencies will:

- Management skills.
- Strategic thinking.
- Change management.
- Performance management.
- Time management.
- Problem-solving.
- Decision making.
- Communication skills.

## Conference Content:

### Unit 1: Strategic Orientation:

- Strategic context: the external environment.
- The new business reality.
- Predictable trends in business.
- Competitive forces.
- Stakeholder analysis.
- Strategic resources and constraints.
- Creating a compelling strategic vision.
- Creativity and change.

## **Unit 2: Managing Resources and Performance:**

- Aligning vision, aims, and objectives.
- Performance measurement.
- From measurement to improvement.
- Coaching process to correct poor performance.
- Coaching to challenge.
- Self-coaching and the power to change.
- Coaching and influencing upwards.
- Risk and its management.

## **Unit 3: Organizational Behaviour and Human Resources:**

- Organizational form.
- Culture, climate, values, and norms.
- Team and group dynamics.
- Assigning responsibilities.
- Deputize to free up time.
- Fundamentals of Human Resource Management.
- Appraisal and reward.
- Learning and development.

## **Unit 4: Key Management Competencies: Prioritisation, Time Management, and Delegation:**

- Balancing the important and the urgent.
- Setting personal goals.
- Creating time from nothing.
- Batching and how it can win back time.
- Income-producing activities.
- Getting things done through other people.
- Delegation and empowerment.
- Management case study.

## **Unit 5: Linking Management to Leadership: Influence, Motivation, and Trust:**

- Negotiation and persuasion: the pillars of influence.
- The secret six is business negotiation.
- The nature of motivation.
- The trust bank account.
- Ethics.
- Personal leadership style.
- Leadership in action: group exercise.
- Balancing work and home life.



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**Registration form on the :  
Team Leader and Management Skills Masterclass Conference**

**code:** 8138 **From:** 14 - 18 Oct 2024 **Venue:** Rome (Italy) **Fees:** 4900 **Euro**

Complete & Mail or fax to Mercury Training Center at the address given below

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Telephone / Mobile:

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Personal E-Mail:

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