

Winning with People at Work

Length: 1 Day

Summary: You will build effective groups and win with people at work. Many people focus on other talents and abilities first - such as polishing their communication or leadership skills or taking courses to expand their base of knowledge - but they forget that good relationships are the foundation for achievement.

The Benefits:

For The Individual:

- Able to inspire and motivate others.
- Greater success and achievement.
- More confidence and self-belief.
- Greater energy and enthusiasm.
- Improved ability to cope under pressure.
- Creating stronger, more rewarding business relationships.
- Coping more effectively with ever increasing workloads.

For Your Organization:

- Improved employee motivation and retention.
- Partnerships and alliances where both parties go out of their way to support each other.
- A can do, blame free culture.
- Greater cooperation between teams

Performance-Based Objectives: Upon successful completion of this course, students will be able to:

- Learn crucial skills to build an effective work group.
- Learn guidelines to build a good team and win with people

COURSE CONTENT

PEOPLE PRINCIPLES

- Are we prepared for relationships?
- Are we willing to focus on others?
- Can we build mutual trust?
- Are we willing to invest in others?
- Can we create win-win relationships?

MASTERING CONCEPTS FOR GETTING RESULTS

- Plan Effectively – Examine ourselves
- Inspiring and Motivating others

DIFFICULT PEOPLE

- What Makes People Difficult?
- Types of Difficult People
- Winning in Difficult Situations

BUILDING A WINNING TEAM

- Team Management Concepts
- Develop Positive Relationships
- Recognize and Celebrate Achievements