



*"The trainer had great knowledge of the topic and training skills. She kept the group focused, and was very supportive."  
 Sales Manager*

# Turn Managers into Leaders

**2019 DATES:**  
**29-30 April | 23-24 September**

**Two day workshop outline:**

<p><b>Human Motivation</b></p> <p>Performance Factors            Cycles of Motivation and De-motivation            Individualised Motivation</p>	<p><b>Leadership</b></p> <p>Skills of Effective Leadership            Successful Use of Leadership Styles</p>	<p><b>Leaders and Coaching</b></p> <p>Benefits of Coaching            Qualities of an Effective Coach            Coaching for Improved Performance</p>
<p><b>Praise and Reprimand</b></p> <p>Effective Praising            Effective Reprimanding</p>	<p><b>Managing Performance Issues</b></p> <p>Signs of Performance Problems            Identifying Causes            Addressing Performance Issues</p>	<p><b>The Performance Appraisal</b></p> <p>Benefits            Preparation            Guidelines to Effective Appraisals            Interpersonal Skills</p>

**Follow-Up** is proven to be a critical success factor of initial workshop investment. We will follow-up with each individual at a **'Fitness Check.'** This personalised 1on1 training session will be four weeks post-workshop and ensure the skills learned are being demonstrated in the workplace.

**Workshop and Fitness Check: \$2,000.00 +GST per person**

**Workshop only: \$1,700.00 +GST per person**

**ProFormance Workshops:** *ProFormance workshops are limited to a maximum of eight managers so participants receive one-on-one coaching and active involvement in an optimal learning environment with colleagues from similar industry backgrounds.*

**Intensive Coaching:** *The facilitator will research your individual training needs, your accountabilities and the environment in which you manage staff. This will enable more intensive coaching.*

**Central Location:** *The workshops will be held in a central Auckland location and includes all materials and refreshments.*