



It is a most highly valued skill to be able to develop the careers and performance of the people around you and turn their goals into a reality.

Module 6, Managing people for success, is a practical and interactive workshop which explores how to develop the careers of people in the workplace. This includes skills and knowledge on being able to achieve your own goals.

Most of us are good planners but poor doers. Even if we manage to define specific goals and set out to achieve them, our good intentions often get worn down and lost in the hustle and bustle of chambers life. This powerful workshop examines and develops your people management skills and how vital they are to a modern chambers development. Whether you are managing staff, or you are developing the careers of members of chambers, you will discover how to get the best out of people and cultivate your own personal growth.

This workshop is designed for all Chambers employees and will explore the following:

- **Organisational motivation, goals and alignment.**
- **Management and leadership styles.**
- **Managing people in Chambers for organisational growth.**
- **Fundamentals of performance management.**
- **Business coaching and its practice.**
- **Understand the limitations of change.**

This workshop is designed to be engaging and easy to follow for those seeking a deeper understanding of how to develop business performance coaching skills and positively develop the people in Chambers as well as themselves.

“How is it done?”

All of our workshops are developed with high levels of input from delegates. We professionally coach our delegates rather than tell them what to do. By doing this we achieve maximum learning, high relevance to Chambers and embed change.

Delegates will experience low levels of PowerPoint and high levels of interaction, leaving with all course notes and extended reading material.

“What will I get from attending?”

- Build confidence in being able to influence the careers of members of chambers and staff.
- Understand the logical steps of professional performance management.
- Identify and manage staff potential.
- Raise your personal profile and discover the power of business performance coaching.