



Developing your Management Potential II

Course Outline



Your business outcomes are our priority. Proving impact in real time.

Aim

This workshop is the perfect follow up to Developing Your Management Potential I and further assists managers in their role of developing and leading a team, department or company concentrating on more specific business tools and theories. In all cases we try to encourage the learners to bring their own challenges to the table.

What Others Had to Say About this Course...

To assist managers in their role as developers and leaders of a department and/or company concentrating on further tools of measurement and methodologies.

Who Should Attend this Course?

This course will benefit emerging Supervisors and Managers, and those making the transition from Supervisor to Manager.

Outcome

At the end of this workshop, the learner will be able to implement a host of new styles and theories with the outcome of focused and effective leadership in the South African context.

SAQA US ID	NQF LEVEL	CREDITS	US TITLE
242817	4	8	Solve problems, make decisions and implement solutions

The unit standards above are an indication of the content of the workshop. Our workshop theories are designed to include the outcomes recommended by SAQA US IDs.

For SETA Accreditation, Developing Your Management Potential I, II and III have to be completed.

Duration: 1-Day

Content

Topic	Details
Eight Common Themes of Successful Companies	- Analysing the organisation as a holistic entity - What components determine success? –as quoted by Forbes Magazine
Using the Conscious and Unconscious Learning Matrix	- Human learning matrix and psyche – understanding the interaction and how they determine our standards and benchmarks - This matrix is used specifically to help us understand the disconnect between expectation and delivery and how we can go about closing that gap
Using the JOHARI Window	- A practical method for assessment - Understanding how it works and how to apply the methodology effectively, not only for individuals, but as part of a team, 360 feedback or even as customer care surveys
Using the SWOT Matrix	The age-old matrix that helps us to determine our strengths, weaknesses, opportunities and threats
Aligning Our Values	- This highly effective module helps us to determine strategic vision through giving us a practical and easy to use tool (adapted from Edward De Bono six value medals) that assists us with decision making - Used in conjunction with the Force Field Analysis it is extremely powerful.
Using the Force Field Analysis	Understanding this method and its effective application
Using Situational Leadership	The four leadership styles required in the skills vs. will or ability vs. motivational aspect of productivity
Using Feedback to Its Greatest Advantage Not Just another APOP!	An in-depth discussion regarding the theory of feedback and practical implementation vs. legal HR requirements

Optional Purchases

When ROI and Implementation Matter

At Staff Training, we understand that each individual and/or organisation has unique needs and goals. We have developed a range of valuable, but optional purchases to maximise your training outcomes:

SETA Accredited Training Options

Most of our workshops are aligned with SETA Accredited unit standards, or you can opt for the fully accredited version of your workshop choice. This includes a certificate of competence when successfully completed. All other certificates are certificates of attendance.

The Afterburner

Afterburners are additions to selected workshops. These continued learning courses include a re-cap of material covered during the workshop and continue to expand on both knowledge and skills development for the workplace.

Skills Check

Skills Checks are extremely useful in the measurement of ROI of soft skills training. This tool is structured to help the learner improve on the implementation of new skills through a goal-driven process of accountability and reflection.

LevelUp Coaching

A 2-hour, one-on-one coaching option for those who would like to address and build on the knowledge they gained during training. Converting theory into practice under the tutelage of an experienced coach.

PowerPath Coaching

A powerful investment into your future leaders. One-on-one leadership coaching with the globally acclaimed Enneagram as the self-mastery tool.

Staff Training is an accredited IEQ9 Provider. Our Enneagram offerings include a SETA Accredited version of a leadership development workshop as well as an emotional intelligence and Enneagram combination. You can also explore our specialist hybrid offerings of workshops and coaching below.

[Enneagram Group Coaching Journey](#)

[Enneagram: Insight to Action](#)