

CODE WEB: AP7SF

PRICE: 3780 € excl. taxes  
In-company contact us for a quote

Duration: 21 hours (3 days) of individual coaching in situ

**Target audience:**

Leaders, company directors and managers wishing to develop team cohesion

Participants: 1 to 6

**Prerequisites:**

Current team manager for at least one year

**Training team:**

Training given by an expert in management, certified Coach & Team@.

**Educational objectives**

**Develop** efficient communication with your teams

**Build** rapport with team members to create an efficient team

**Know** how to guide change

**Build** trust

**Educational approach and techniques**

Tailored support in situ

Follow-up reviews

Theoretical and practical input

Debriefings

**Evaluation and follow-up of the training**

Attendance sheets

Assessment of skills acquired from on-the-job exercises

Training evaluation forms

Training certificate

## Strategical Management Techniques of organisations and teams

The awareness gained during the coaching will allow you to expand and integrate the missing resources to solve difficult cases.

The course takes a fun and interactive approach that is decision, solution and action orientated.

### Training Content

- **Module 1: The role of a manager**
  - ✓ Embody and transmit company values
  - ✓ Working on self-confidence to restore team-confidence
  - ✓ Asserting oneself as a manager and as a leader
  - ✓ The key elements of your specific remit
  - ✓ Prioritizing your priorities
  - ✓ Know how to be assertive, build trust and confidence amongst supervisors, colleagues and peers
  - ✓ Keeping your calm during crisis management
  - ✓ Knowing how to guide and embody change
  - ✓ Implementation of customer relationship management:
    - Emotional branding
    - Optimisation of target segmentations
    - Competitive intelligence
    - Control of sell-out actions
    - Identification of disruptive markets
- **Module 2: Learning how to co-build a successful team**
  - ✓ Levers for building trust
  - ✓ Meta communication
  - ✓ Develop effective and constructive communication with your team
  - ✓ Examine self-representation from all sides (one's own and those of others)
  - ✓ Fostering goodwill
  - ✓ Accepting the remit of others
  - ✓ Develop one's optimal level of autonomy as a team leader, business manager and spokesperson for company values
- **Module 3 Exploiting individual motivations and creating a collective**
  - ✓ Supporting shared vision and collective intelligence
  - ✓ Creating efficient and authentic team bonding and cohesion with the "Real Talk"
  - ✓ Giving signs of recognition
  - ✓ Strengthening the sense of belonging