



RESULTS FOCUSED MANAGEMENT & LEADERSHIP SKILLS FOR MANAGERS AND SUPERVISORS

Overview

It is common practice that organizations recruit most of their employees based on the applicants' professional specialist backgrounds. Once recruited, those who deploy their individual specialist skills and deliver individual outstanding results get promoted to managerial positions. As managers, they now have to measure their success differently – through the achievements of their teams rather than their individual achievements. Although these specialist skills that have set them on a managerial escalator remain important, they no longer define their new roles as managers. Their new role is: to get results with and through teams of subordinates -and their success will depend on other capabilities, such as - ability to gain influence in their organizations, define and communicate organizational goals that get results, develop and manage focused work plans, build trust, establish the right climate and environment to support effective work teams, manage the emotional culture of their teams, hire and retain good people, motivate and develop the potential of each member of their team and much more. Whether you are a new manager or a seasoned veteran, this course will help you learn the critical skills that all managers who want to be more effective must master.

What will you benefit

- Gain a deeper understanding of your roles and responsibilities as a manager
- Improve communication to effectively set expectations to yourself and your team
- Adapt your leadership style to meet the needs of individual team members
- Communicate organizational goals that get results
- Apply delegation strategies to increase productivity and motivation
- Use effective coaching techniques to maximize your teams performance

Who should attend

Senior/Middle level managers and administrators; team leaders and supervisors from business, government and the public sector.

The module will cover

- Developing a leader mind-set: basic building blocks of good management and leadership
- Managing yourself: essential skills needed to build the foundation of a powerful high-performing manager
- Managing individuals: elicit the best performance from each of your subordinates
- Managing teams: how to create teams, support the work they do, handle problems and evaluate their performance
- Managing business: hard skills you need to measure and boost your team's performance within the organization

Payment Mode

Payments can be deposited into Bank Account; Details CRDB Bank, **A/C No. 01J1043012202**, PPF Tower Branch. OR through Cheque by name of Mzumbe University

Trainers

Our team consists of recognized experts in their respective fields. They command excellent adult learning facilitation skills which translate into exceptional standard of training. Their presentations are based on real life experience. This way the material is always fresh and current and can be applied to your own particular organizational environment immediately.

Performance improvement:

This course will definitely produce major improvements in management and leadership depth. Your managers and supervisors will be more productive through raising morale, boosting their productivity, and more effective ways of dealing with new leadership challenges.

Course venue & dates

Mzumbe University, Dar es Salaam Campus College, Upanga Olympio Street

Dates: 17th- 21st July 2017.

Course Fees

The program fee is Tsh, 850,000 per participant. It covers tuition, course materials and coffee/tea between session and lunch. **Deadline for fees payment is 15th July 2017.**

More details

Prof. Prosper H. Ngowi
Head - Department of Short Courses, Research and Consultancy
Phone: +255754653740

Registration

Ms. Irene Waziri
Phone: +255714765306
E-mails: irenewaziri@mzumbe.ac.tz,
dcc-shortcourses@mzumbe.ac.tz