

The Management Essentials program helps managers reach their full potential sooner.

—Ken Blanchard



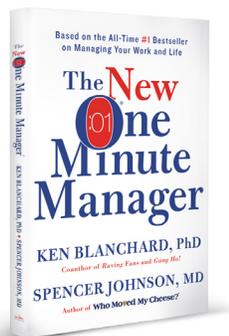
# MANAGEMENT ESSENTIALS

from *The New One Minute Manager*®

Becoming a manager is one of the most challenging and critical career transitions. Managers are often chosen from high-performing individuals. These highly proficient doers often become struggling managers, without the methods or skills needed to succeed.

In Management Essentials, based on the #1 best-selling book *The New One Minute Manager*®, participants are introduced to the three secrets of successful managers: Goal Setting, Praising, and Redirecting. The program develops those secrets into a conversation framework that is easy for managers to understand and master.

The program also adds a fourth conversation, Wrapping Up, which is needed to complete the core conversations and help managers boost the engagement and autonomy of their people.



## BENEFITS

- Improved success rates for managers
- Improved team productivity
- Managers are better prepared for the challenges of being a manager
- Participants have the opportunity to learn and practice the essential skills
- Managers are more centered on and supportive of their teams

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## PROGRAM FORMAT

This is a 6-hour face-to-face workshop, plus breaks and lunch. There are two LAUNCH activities that take about 15 minutes each. The workshop is a fast-moving combination of content, engaging activities, entertaining videos, and skill practice.

After the workshop, participants have access to the Manager Essentials Challenge, which guides learners through a set of tasks to practice skills back on the job. They also have access to workshop videos and worksheets for a full year through the learner portal.

The flexible design of this program can be implemented, with no Training for Trainers required.

### WHO SHOULD ATTEND?

New managers and those considering a transition into management

Mid-level managers or supervisors

Experienced managers who want to increase their leadership effectiveness

## LEARNING OBJECTIVES

- Compare and contrast the workplace roles of an individual contributor and a manager, and identify the mind-set required for being a successful manager
- Learn the Four Core Conversations based on the secrets of *The New One Minute Manager*®: Goal Setting, Praising, Redirecting, and Wrapping Up
- Gain skills needed to boost relationships and work well with others based on our time-tested coaching model: Listen to Learn, Inquire for Insight, Tell *Your Truth*, and Express Confidence (LITE)
- Practice the Essential Skills and the Four Core Conversations using real-work situations

Help your managers be successful by giving them the essential skills to balance relationships with results.

For more information, please contact your Blanchard Sales Associate.

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