

## Motivate and lead your team



IE-21 3 Days (21 Hours)

### Description

Forge the feeling of membership, act as a communicator and a negotiator who inspires the confidence, such are the missions that the manager must complete uninhibitedly in front of his team

### Who is this training for ?

#### For whom

Managers, team leaders.

#### Prerequisites

Aucune

### Training objectives

- The participants will be brought to replay in front of the camera real professional situations that they will analyze to acquire tools directly usable in the field

### Training program

#### Set up common reference with your team

- Define its strengths and its areas of improvement.
- Know the styles of management and find where to be.
- Formalize common objectives according to the human environment and the parameters appropriate for the company.
- Exercise Case study to establish and consolidate its leadership of manager in partnership with the team.

#### Lead and facilitate your team

- Identify the role of the team within the company.
- Develop your image as a leader.
- Successfully integrate newcomers.
- Manage the difficult personalities.
- Encourage public speaking and initiatives.
- Recognize them, canalize them and make them useful.
- Make accept the changes.
- Exercise Exercises of team meetings filmed with various types of employees (easy, difficult)

### Know how to communicate

- Guidelines: structure your thoughts, organize your ideas, positive the unforeseen, make yours the decisions and present them clearly.
- Be convinced and convincing : involve your audience, argue to persuade, rely on objections to enhance and reinforce your point of view.
- On negative points : refocus, reframe without demotivating, announce the bad news, manage the disagreements.
- Exercise Filmed communication exercises.