

Building Business Confidence

In this Workshop, you will learn to boost morale, increase productivity, drive business outputs and act upon a defined action plan to drive business success.

Building Business Confidence is a practical and informative day immersive experience, working on four key areas that will increase confidence and accelerate leadership – leading to an Immediate Action Plan to drive business success.

“Leaders create the environment and drive for growth”

Business owners and managers who understand this simple truth and know how to motivate others get the results they deserve, taking their teams and business with them.

Objectives:

- Develop your personal leadership style to reach all your goals
- Identify and understand the motivation of those around you
- Learn techniques to balance competing priorities and focus on the tasks that will have the most impact
- Make the most of their time by discerning and addressing priorities
- Learn a simple yet effective process that describes the steps necessary to turn vision into reality; and,
- Develop and be ready to implement an Immediate Action Plan

Who Should Attend

Any business manager or supervisor who wants to boost morale, increase productivity, drive business outputs and act upon a defined action plan to drive business success.

Investment

\$800 + GST.

This workshop is registered with the Regional Business Partner Network. To explore if your business may be eligible for funding support, please contact us to discuss further.

Contact Us:

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In Building Business Confidence, you will gain practical tools and use proven techniques such as:

- Understand leadership and management and the related drivers for success
- Use an 'inner view' to open the lines of communication and build trust
- Create a personal vision as a leader and manager
- Examine your personal work environment and identify current motivational levels
- Apply human relations principles to build effective relationships and commitment levels
- Accentuate the positive in specific, measurable terms
- Identify differences between controlled and uncontrolled time
- Make the most of time by discerning and addressing priorities
- Identify the steps necessary to transform a vision into action
- Implementing a plan with clearly defined communication goals
- Committing to Action – using a simple and effective action tool

Expect Breakthroughs: Each time a new skill is introduced, it is practically applied in the classroom and coached in the moment before moving it out into your life and work. Once a skill has been tested, the group holds itself accountable by reporting back on what did or did not work. This experiential learning approach makes it possible for everyone to learn from each other's efforts. By experiencing a series of successful attempts with positive reinforcement, habits are changed, and new skills are ingrained.

Competencies Addressed

- **Leadership:** Drives business results by aligning the vision, mission, and values to enhance business value. Draws upon the unique talents and abilities of others to achieve desired results.
- **Interpersonal Skills:** Consistently build strong, long-term relationships both inside and outside the organisation.
- **Results Oriented:** Passionate about accomplishments and dedicated to achieving goals and solving problems.
- **Vision:** Future oriented. Apply imagination and wisdom to develop a compelling picture of what could and should be in terms of ultimate success.
- **Initiative:** Proactively makes things happen. Evaluates and takes corrective action with self and others.



Module by Module

Module 1: Developing Personal Leadership

Learning Objectives:

- Understand leadership and management and the related drivers of success
- Describe leadership experiences and values
- “Innerview” to open lines of communication and build trust
- Create a personal vision as a leader and manager

Module 2: Motivation

Learning Objectives:

- Examine work environments and identify current motivational levels
- Identify motivation factors and tools to increase motivation among associates
- Apply human relations principles to build effective relationships and commitment levels
- Accentuate the positive in specific, measurable terms

Module 3: Time Control to Work on Your Business

Learning Objectives:

- Manage routine operations while focusing on future growth
- Understand the difference in routine, problem solving and developmental activities
- Identify differences between controlled and uncontrolled time

Module 4: Planning

Learning Objectives:

- Develop and implement a plan with clearly defined communication goals

