

MANAGERIAL COURAGE

Your roadmap to success.



COURSE DESCRIPTION

Managerial Courage is your roadmap to becoming a better sales manager.

Throughout this course, you will discover why relationships matter and how to develop the skills to nurture them. You'll also learn how to set clear expectations in order to create a culture of accountability that leads to stability and success.

WHAT YOU WILL LEARN

DEFINING MANAGERIAL COURAGE

Managerial courage is the capacity to communicate with candor and with a balance of ego and empathy. Learn to provide current, direct, complete and actionable positive and corrective feedback to your team with this course, while also learning to act when necessary and without hesitation.

CLEAR EXPECTATIONS AND ACCOUNTABILITY

In your direction and expectation of your team, you will learn how to exactly communicate clear expectations. With accountability, you must solve the problems or maximize the opportunities. Managers must be 100% accountable. Everyone must adhere to this commitment, regardless of their level. You will learn to develop a process that identifies these problems and opportunities.

RELATIONSHIPS MATTER

Relationships that include trust, honesty, fairness, respect and open communication allow for a healthy and effective work relationship and partnership. You will learn how to work to build a strong and positive relationship with your employees as they grow as professionals.

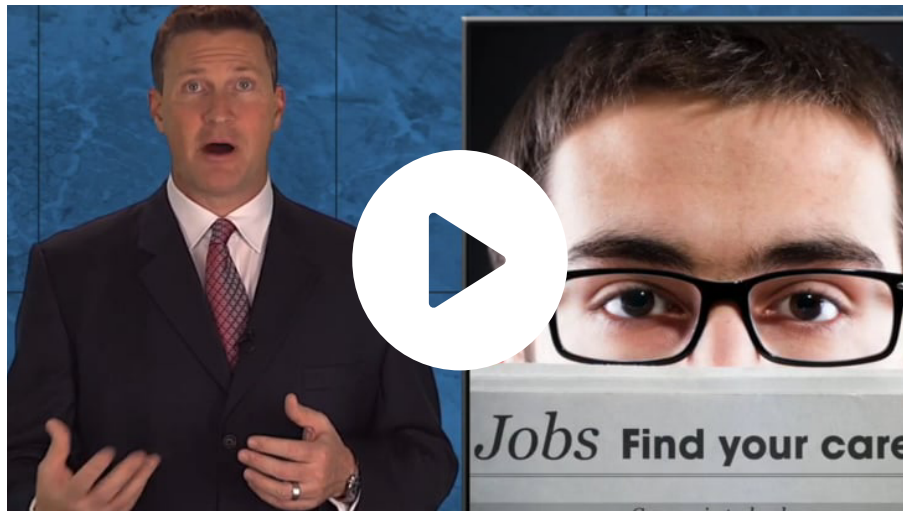
THE IMPORTANCE OF FEEDBACK

Employees want feedback, but often managers are reluctant to provide coaching. Employees want this insight to use as a stepping stone towards their ongoing learning. Learn how to listen, understand and respond when communicating for impact.

WHO SHOULD TAKE THIS COURSE

This course is designed for all managers who are looking to become the best leader they possibly can. This course is for leaders who are willing to dedicate their time towards their most valuable resource, their people. Managers who want to become the best in the world and earn the respect of their team, would gain an immense amount of value from this course.

VIDEO SAMPLE



Practicing Managerial Courage