

## **Leadership and management training**

Hill Tribe training fees are £875 per day.

Most courses are two-days in duration, either running concurrently or separately. Courses can be reduced in length and scope and/or segmented further according to client need and availability. For a negotiated cost, they can also be tailored to fit specific client requirement. There is an option to supplement the training with Chartered Management (CMI) or Institute of Leadership and Management (ILM) qualifications.

Workbooks, questionnaires and action plans will be provided. (Maximum group size – 15)

### **Themes**

#### **Leadership and Management styles**

- The differences between leadership and management.
- Management styles.
- Situational Leadership.
- Myers Briggs Type Indicators (MBTI) and leadership styles.

#### **Coaching skills for leaders and managers**

#### **Communication for leaders and managers**

- Supporting and challenging team members.
- Rapport building, developing trust and giving feedback.
- Transactional Analysis and assertive/influencing behaviour.
- Resolving conflict and dealing with difficult people.

#### **Stakeholder Management**

#### **Performance management for leaders and managers**

- Problem-solving and decision-making.
- Time management, planning, prioritisation and delegation.
- Performance issues: dealing with the underperformer, dealing with the over-performer.
- Motivation theory and practice, and employee engagement.
- Objective setting.
- Performance reviews and appraisals.
- (Methods to) develop others.

#### **Emotional Intelligence**

- Stress management and building resilience.
- Dealing with office politics.

#### **Change Management**

#### **Building effective teams**

- Team audit and formation.
- Building cohesion but challenging Groupthink.

#### **Strategic (Performance) Management**

**To discuss your leadership and management training needs please contact us at [hello@thehilltribe.co.uk](mailto:hello@thehilltribe.co.uk)**