IT'S OKAY TO BE THE BOSS:
LEARN THE PROVEN BEST PRACTICES OF HIGHLY-ENGAGED MANAGEMENT

In today's rapid-pace workplace managers can't afford to be hands-off. There is no time for waste or inefficiency. Everyone has to do more with less. Employees have become more high-maintenance as the nature of work has changed.

Too many managers today tell us they…

…don't have enough time to manage their people.

…too often avoid interacting with "difficult" employees.

…struggle to hold employees accountable.

…often wait to have important conversations until they are frustrated or angry.

…struggle to retain the really great employees.

What's the solution? Highly-engaged management.

Based on decades of RainmakerThinking research, Bruce Tulgan has identified the proven best practices of today's most effective leaders. Bruce helps managers confront their own bad habits, challenging the myths that prevent leaders and managers from being strong, and sharing the 8 fundamentals of highly-engaged management that anyone can practice.

PARTICIPANTS WILL LEARN:
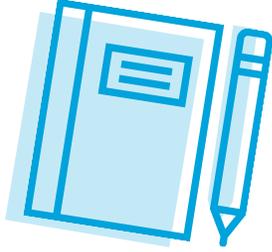
- Build relationships of trust and confidence with direct reports
- Effectively delegate tasks, responsibilities, and projects
- Keep employees focused on what's important and moving in the right direction
- Increase productivity and quality for high-, mid-, and low-performing employees
- Increase retention of superstar talent
- Reduce waste, inefficiency, errors, downtime, and conflict

TECHNIQUES AND BEST PRACTICES FOR:

- Conducting regular one-on-ones with direct reports
- Communicating clearly and effectively, with an emphasis on coaching-style dialogue
- Tuning in to the particular strengths and weaknesses of every individual on the team
- Working through or around obstacles in order to hold employees accountable
- Making expectations clear
- Monitoring, measuring, and documenting employee performance
- Helping employees solve problems related to productivity, quality, and behavior
- Dealing with persistent performance problems
- Tying rewards to performance