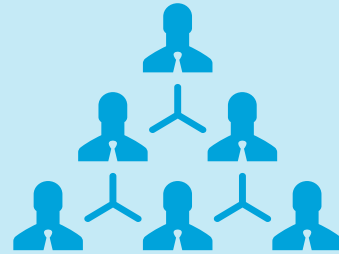


THE 27 CHALLENGES MANAGERS FACE: STEP-BY-STEP SOLUTIONS TO (NEARLY) ALL OF YOUR MANAGEMENT PROBLEMS



What are the most difficult challenges you face when it comes to managing people?

Despite the diversity of people and situations, in RainmakerThinking's research the same basic challenges come up over and over again:

- How do you manage employees who are not so good at managing themselves?
- How do you help an employee get more work done?
- How do you help an employee improve quality?
- How do you manage an employee who has an attitude problem?
- How do you retain the superstars?
- How do you lose the low performers?



No matter what the specific challenge, when things are going wrong in a management relationship, almost always, the common denominator is unstructured, low substance, hit-or-miss communication. The most effective solution is applying the fundamentals of **highly-engaged management**.

Bruce Tulgan helps illustrate how the fundamentals can be applied to the most common management challenges in your organization, one challenge at a time.

PARTICIPANTS WILL LEARN:



- How to identify and avoid the vicious cycle of undermanagement
- The most common ways that managers spend their management time and techniques for gaining control of that time
- The back-to-fundamentals approach to high-structure, high-substance communication
- How to apply the fundamentals to their own daily management challenges

TECHNIQUES AND BEST PRACTICES FOR:



- Overcoming the challenges unique to new, first-time leaders
- Teaching self-management
- Managing performance, such as productivity and quality
- Managing employee attitudes and interpersonal conflicts
- Motivating and retaining superstars
- Developing new leaders
- Working around resource constraints, logistical hurdles, and rapid change
- Renewing commitment to strong, highly-engaged management