

Seminar Title

MANAGEMENT BY OBJECTIVES FOR RE\$ULT\$

Introduction

Acquire the capability to be RE\$ULTS oriented through being Employee oriented. Learn HOW to use the management strategy that matters and gets RE\$ULT\$ consistently. Successful management is getting your employees to do what you want them to do because they want to do it. The powerful management style that motivates employees to engage and retain.

Learning Objective

On completing this learning, participants will practise Management By Objectives as **the** effective system of people management and get results as they would:

- * have a comprehensive working knowledge about the main functions which make up the MBO system;
- * identify Key Result Areas for the Company
- * develop effective corporate objectives, goals towards achievement of results;
- * install the MBO system for their overall organisations
- * develop more effective inter-personal relations and teamwork

Seminar Topics

*** Management**

- Taking it apart and putting it back, in the light of today's people management problems.
- Why are we not doing it right?
- Who are managing and managing what?
- What is the role of management?
- What are its functions and responsibilities?
- Are present day 'managers' really managers?
- How to manage effectively?

*** The Practice Of Management**

- Do people like to be managed?
- Do they want to be managed?
- Self-improvement as the cornerstone of management

* The Strategy And Practice Of Management By Objectives For Results

- Whose objectives?
- Can MBO work at any place?
- How do we make it work?

* The Process And Application Of MBO

- Key result areas
- Corporate objectives
- Department objectives
- Individual goals and action plans

* Trouble Shooting and Problem Prevention

* Problem Solving And Decision Making In MBO

* Performance Improvement

- Making performance appraisal work for appraiser and appraisee

* Interpersonal Relations And Teamwork

For Whom

Specifically for SMEs – the Chief Executive of the Company and/or Senior Managers

Method of Instruction

A highly interactive style to allow for sharing, exchange of views and needed Solutions with emphasis on HOW to apply to get RE\$ULT\$.

Duration

5 hours (10:30am to 4:30pm)

Fee

\$350 plus GST per Participant (Include Handouts, Lunch and Refreshment)
