



THE 7 HABITS for Managers

Essential Skills and Tools for Leading Teams

“The 7 Habits for Managers provides you with the *mountaintop insights* that will enable you and your team to reach the summit of what you can achieve together.”

Stephen R. Covey

Write a new leadership story with this powerful workshop from **FranklinCovey**, the recognized leader in developing effective managers, effective employees and effective organizations.

These days, the demands of leadership are more complex than ever. Organizations need leaders who will not just be decisive, but will make the right decisions. Consequently, organizations are seeking ways to develop leaders with not only competence, but character as well.

It's no secret that successfully leading a team takes a unique and different set of skills than those of an individual contributor. Many managers are often promoted due to their individual competence, but can struggle when it comes to leading and managing people. When managers do struggle, or are unable to achieve results, it often stems from two causes:

1. They manage others before managing themselves.
2. They manage people instead of letting people manage themselves against shared expectations.

The 7 Habits for Managers Workshop is a **2-day** learning experience that applies insights from *The 7 Habits of Highly Effective People* specifically to the challenges facing managers today. The program equips team leaders to improve how they achieve sustainable results through and with others.

Whether the leader has been in their role for some time, is brand new, or emerging as an upcoming leader, this program will enable them to effectively lead and manage their teams.

Participants will learn to:

- Develop an "outcome-oriented" mindset in every activity they engage in - projects, meetings, presentations, contributions, etc.
- Eliminate energy and time-wasting tendencies by focusing and executing on the teams highest priorities.
- Lead teams that are motivated to perform superbly through a shared expectation and accountability process.
- Create an atmosphere of candid and helpful feedback by taking time to fully understand the issues.
- Demonstrate innovative problem solving by seeking out differences and new and better alternatives.

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Build a foundation of effectiveness.

The 7 Habits for Managers is built on the framework of The 7 Habits of Highly Effective People. Each Habit has been uniquely retooled to focus on managing oneself and leading others.

This solution focuses on WHO a manager IS...NOT just what they DO. Its uniqueness is the lens of the 7 Habits framework — and the way it applies new mindsets, skills, and tools towards becoming a great leader who can consistently deliver results.

Participants will focus on the 7 Habits in 3 Ways:

Managing Yourself

Habit 1: Be Proactive

Use your resourcefulness and initiative to break through the barriers to superb results and discover the “hidden resources” all effective managers call upon.

Habit 2: Begin with the End in Mind

Develop an “outcome-oriented” mindset in every activity as you define the great contribution you are capable of making in your role as manager.

Habit 3: Put First Things First

Become less crisis-driven and more in control of your “Wildly Important Goals” with a weekly planning cadence.

Leading Others

Habit 4: Think Win-Win

Develop a team that’s highly motivated to perform superbly through a shared expectation and accountability process.

Habit 5: Seek First to Understand, Then to Be Understood

Create an atmosphere of helpful give-and-take by taking the time to fully understand issues and giving candid and accurate feedback that builds relationships and gets results.

Habit 6: Synergize

Demonstrate innovative problem solving by productively dealing with conflict, seeking out differences, and exploring new and better alternatives.

Unleashing Potential

Habit 7: Sharpen the Saw

Tap into the highest and best contribution of everyone on your team by unleashing the total strength, passion, capability and spirit of each person.

The 7 Habits for Managers solution is an intensive, application-oriented learning experience that focuses on the fundamentals of great leadership.

This program gives both new and experienced frontline managers the mindsets, skills, and a set of tools that will help them meet today’s management challenges including:

- Prioritization
- Accountability and Trust
- Individual and Team Development
- Task Execution
- Performance Management
- Conflict Resolution
- Collaboration

Tools for Highly Effective Managers

The workshop follows a reinforced learning process that includes:

- A rich, comprehensive Participant Guide
- Award winning videos illustrating key concepts
- A Management Essentials book with insights on the role of the manager and answers to frequently asked questions
- An Audio CD explaining how The 7 Habits apply to managers
- Access to Online versions of the tools used in the workshop

\$269

Competency:
Influencing and Integrity