

A successful manager facilitates others to contribute passionately to the strategy and vision of the organization.

The **Management Training** defines the skills required of consultant, manager, & executive roles. Not all consultants make great managers; the same can be said of executives. The skills required for each level are unique and specialized. By developing the skills at each level, your organization will better utilize the talents of your managers and create a collaborative atmosphere.

Critical Success Factors for...

The Consultant

- Initiate Relationships
- Problem Solving
- Creative and Innovative
- Tenacious

The Facilitator

- Team Leadership
- Conflict Resolution
- Negotiation
- Effective Communication

The Strategist

- Attracting and Hiring talent
- Performance Management
- Forecasting and Goal Setting
- Multi-tasking and coordination of resources

The Visionary

- Creating and building strategy
- Competitor and Target Market Knowledge
- Training and Retaining talent
- Inspiring

Front Line Sales: execute the sale (focus on Consultant Role)

Sales Managers: manage the conversion ratios (focus on Facilitator and Strategist Role)

Executives: develop the systems (focus on Visionary Role)