Blanchard Management Essentials®

The Fundamental Skills for Every Manager

Set Your Managers up for Success

The ideal manager inspires employees, leads productive teams, and improves business performance. When managers struggle in their jobs, they often rely on ill-suited behaviors and instincts that can erode morale, diminish productivity, and increase turnover.

We've used our 40 years of experience to create a transformational leadership training program for new managers and those who need to refresh essential skills: Blanchard Management Essentials®.

Blanchard Management Essentials is built on the key concepts of the best-selling business book *The New One Minute Manager*®, and teaches new managers the most critical skills of management needed to set goals and achieve results. It gives managers the tools and training to develop the skills needed to build positive relationships with team members, inspire engagement, and drive productivity.
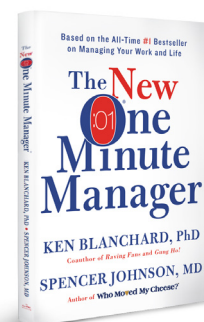
Outcomes

Create managerial success fast

Reduce staff frustration

Build positive skills

Develop future leaders

Learning Objectives:

- Adopt a manager mindset
- Understand and use the Four Core Conversations
- Improve communication skills

Four Core Conversations

Goal Setting

Praising   Redirecting

Wrapping Up

A highly effective framework for understanding the important conversations needed to manage people and performance.

Essential Communication Skills

Listen to Learn

Inquire for Insight

Tell Your Truth

Express Confidence

Four communication skills to help managers learn how to have purposeful conversations that create positive, productive relationships.

Proven Formula to Build Successful Managers

When your managers have the skills they need, they form better connections and bring out the best in their people. Blanchard Management Essentials will give your managers the fundamental skills for building positive relationships that drive engagement and productivity.

Delivery Flexibility to Meet Your Needs

In Person In-depth Learning • Application • Practice • Action Planning

Instructor-led Training: 6-hour session

Virtual In-depth Learning • Application • Practice • Action Planning

Virtual Instructor-led Training: Three 2-hour sessions

Online Awareness • Application • Performance Support

Online Program: 2-hour self-paced, flexible, on-demand solution with six modules (with optional reflect and shares)

Overview: 35-minute overview of key concepts (with optional reflect and share)

Digital Assets: One year of access to learner portal with micro-activities (videos, resources, activities, tools) to practice skills

Who Should Attend?

- New managers
- Established managers seeking to improve essential management skills
- Emerging leaders

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