

Informa Connect

Academy



From Technical Professional to Manager and Leader

What Leadership Skills Will Actually Make a Difference?

LIVE ONLINE TRAINING | 18 - 26 March 2024 | 28 May - 5 June 2024 | 19 - 27 August 2024 | 18 - 26 November 2024

SYDNEY | 29 - 30 August 2024



Attend In-Person or Live Digital

REGISTER NOW

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Course Information

Live Online Training	March 2024								May/June 2024								Face to Face Training	29 - 30 August 2024		
	Part1	18 Mar	Part2	19 Mar	Part3	25 Mar	Part4	26 Mar	1.30pm - 4pm AEST	Part1	28 May	Part2	29 May	Part3	4 Jun	Part4		5 Jun	1.30pm - 4pm AEST	SYDNEY
	August 2024								November 2024											
	Part1	19 Aug	Part2	20 Aug	Part3	26 Aug	Part4	27 Aug	1.30pm - 4pm AEST	Part1	18 Nov	Part2	19 Nov	Part3	25 Nov	Part4		26 Nov	1.30pm - 4pm AEST	

Key Learning Objectives

- Interpret the key challenges for technical professionals moving into management roles
- Gain an insight into emotional intelligence, human behaviour and team dynamics
- Acquire a practical framework to help you understand and influence the behaviour patterns of different types of people
- How to avoid the common mistakes managers make with extrinsic motivators
- Apply behavioural techniques to help breakdown interpersonal barriers and resolve conflict
- Acquire convincing motivation, communication and influencing skills
- Understand why questioning skills are a manager's number one tool
- Identifying the various sources of power at your disposal and how you can strengthen them
- Identify what motivation strategies work best with different people
- Develop a leadership style that gains buy-in and respect
- Effectively use your personal power, rather than relying on authority, or positional power
- Understand the relationship between good leadership and good "fellowship"
- Tactfully provide useful feedback both positive and negative
- Guaranteed techniques to engender responsibility and accountability – and why most managers cultivate the opposite

Who Will Benefit

This leadership management course has been specifically designed to meet the needs of those with a specialist skill who are now responsible for managing the work of others and motivating them to achieve outcomes. It is one of the best leadership and management courses in the region.

Executive Coaching

Take your learning and development further and experience transformational impact on your career progression. Our Executive Coaching and Mentoring programme offers you additional value and benefits to reinforce key learning outcomes obtained on an Informa course. Package your learning to incorporate additional 1-on-1 executive coaching with our expert Instructor.

To learn more or to include Executive Coaching and Mentoring as part of your registration for this course, please contact one of our Training Consultants on +61 (2) 9080 4395 or email training@informa.com.au or refer to the registration page when booking online.



"The examples used grabbed my attention and were excellent. It was unlike any other course I have attended, Andrew explained and structured the course in a very relatable and interesting manner."

Program Delivery Support Manager, V/Line Corporation

Course Information

Meet Your Course Director

About the Course

The critical element that differentiates the successful manager is the application of effective interpersonal skills. All too often, people have taken on management responsibilities on the strength of their technical or specialist skills. However, a management role depends on achieving results through others which requires a significantly different skill set.

How can you ensure you have the right mix of emotional intelligence and leadership skills to: meet corporate objectives, keep your team motivated, inspired AND performing? Designed specifically for technical people with new management responsibility, this team leader training course will help you build emotional intelligence and your skills in leading, managing, empowering, influencing and driving the performance of others to meet organisational and personal objectives.

You will spend time revising behaviours, beliefs, values and attitudes, and then use this awareness to help develop the skills to enable you to manage, lead and motivate others to meet and exceed objectives.

You will take away a portfolio of realistic, relevant and immediately usable models, techniques and approaches that will dramatically improve your performance as a manager, help sustain productive working relationships with colleagues and build a committed and highly performing team.

Our expert course instructors for expert course instructors for leadership training courses for managers boasts vast experience in both management, leadership and behavioural psychology to provide you with meaningful insights, skills, tools and tactics.



Andrew Lee

Passionate about people, curious about behaviour, Andrew Lee has extensive experience of over 30 years as a management consultant, trainer, facilitator and coach throughout Australia, New Zealand and South East Asia, with a great deal of expertise in adult learning approaches.

After early employment in construction and mining, Andrew's career interests led him to Europe where he worked in the Entertainment and Hospitality industries, and explored the art of stone masonry as an apprentice in France and then to China where he worked at the Red Cross Hospital as a Doctor of Traditional Chinese Medicine. He then returned to Australia to study.

During study and a period teaching computer skills and working as a volunteer with unemployed youth, in 1991, Andrew made the transition into corporate training and since then has facilitated a diverse range of behavioural and attitudinal trainings throughout South East Asia, Australasia and the Middle East, while continually educating himself and building his knowledge base. Andrew's near obsession with quantifiable results and learning transfer, along with his experience with diverse cultures and people with varying educational backgrounds, has led him to develop a pragmatic training style that produces measurable and sustainable results.

Andrew now works internationally as a keynote speaker, facilitator and coach. His unique ability to engage with audiences from all walks of life and present a message that cuts to the core of the issue at hand leaves his audiences inspired, thoughtful and entertained.

Andrew's familiarity with technical thinking has enabled him to create a niche in assisting technically trained professionals make the move into management and leadership roles - translating complex theory into easily understood examples and stories inspires his audiences to take a fresh look at the problems they may be confronted with.



"Andrew is fantastic in what he does, keeps the group very involved. The depth of the concepts were made really easy to understand using specific techniques which were interesting."

Data & Systems Manager, PTV

"Andrew was approachable and made me feel comfortable to discuss issues – Loved the stories he shared from his life/ experiences."

Mine Engineer, Fortescue Metals Group

"Andrew is a very engaging presenter. The course provides a unique perspective to leading and developing skills."

Mining Engineer, Fortescue Metals Group

"I learnt that the best answers come from asking the right questions and I should be providing and receiving feedback and encouraging curiosity."

Manager Unit Pricing, JP Morgan

Course Outline

BECOMING AN EFFECTIVE MANAGER

- Understanding management paradigms and the dilemmas of modern management
- What are the key challenges for technical professionals moving into management roles?
- Dovetailing your role purpose with your organisation's goals
- Identifying the strengths and weaknesses of different management styles
- What causes some managers to fail – and how to avoid it

ACQUIRING A PRACTICAL FRAMEWORK TO HELP YOU UNDERSTAND & INFLUENCE THE BEHAVIOURAL PATTERNS OF DIFFERENT TYPES OF PEOPLE

- During this session you will acquire a simple yet powerful psychological model which can be used to understand why people behave as they do. There will be an opportunity for discussion on how you can apply this to your specific circumstances.

IDENTIFYING THE REAL KEY TO MOTIVATION: PROVEN TECHNIQUES FOR MOTIVATING YOUR TEAM

- Understanding and applying emotional intelligence
- Neutralising negative behaviours and changing attitudes
- How to avoid the common mistakes managers make with extrinsic motivators
- Identifying what motivation strategies work best with different people

Case studies: Managing different personality types to improve your effectiveness as a manager

WORKABLE STRATEGIES FOR RESOLVING CONFLICT

- Develop strategies for addressing interpersonal management issues you face in your workplace
- Adopting a joint problem solving approach to reviewing achievements and areas for improvement
- Promoting positive interaction between you, as a manager, and your staff
- Using behavioural techniques to help breakdown interpersonal barriers

Case studies: Effectively handling conflict situations

IDENTIFYING YOUR CUSTOMERS & THEIR NEEDS

- Defining your role in terms of your customers – whatever the purpose of your organisation
- Customer focus and purpose
- 6 elements of customer satisfaction

DEVELOPING YOUR PERSONAL LEADERSHIP STYLE

- Effectively using your PERSONAL power, rather than relying on authority or positional power
- Understanding the relationship between good leadership and good “fellowship”
- Developing “fellowship” skills in your staff
- Motivating and inspiring your team
- Putting purpose back into work
- Vision and mission statements – what works and what doesn't

USING YOUR POWER & INFLUENCE TO INSPIRE CONFIDENCE AND ACHIEVE YOUR OBJECTIVES

- How persuasive are you?
- Identifying the various sources of power at your disposal and how you can strengthen them

- Building successful interpersonal relationships with your staff, colleagues and superiors
- Applying effective communication and questioning skills
- How memory affects communication
- Understanding learning preferences
- Adapting your communication style to ensure your message is received
- Why questioning skills are a manager's number one tool

DEVELOPING YOUR PEOPLE THROUGH EFFECTIVE DELEGATION & PERFORMANCE MANAGEMENT

- Guaranteed techniques to engender responsibility and accountability – and why most managers actually cultivate the opposite
- Giving instructions and clarifying meaning
- Selecting appropriate methods of improving performance
- Understanding the applications

A STEP BY STEP GUIDE TO AVOIDING THE DELEGATION TRAPS: BUILDING A HIGH PERFORMANCE TEAM

- Task assignment and delegation – what should you delegate to whom and why?
- Who is likely to complete tasks on time, on cost and on performance and why?
- Developing your own confidence and assertiveness
- Promoting positive behaviours within your team
- Encouraging self-reliance

PREPARING AN ACTION PLAN FOR YOUR TEAM

- One of the most popular, premium quality new leader programs in Australia

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Easy Ways to Register



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training@informa.com.au

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Course Code	Location/ Format	Course Parts	Course Dates	Standard Price		Great Savings: When you book 4 or more participants! Call us today on +61 (2) 9080 4399 or email training@informa.com.au to take advantage of the discount offer.
P24GC06AUV	Live Digital	All 4 Parts	18 - 26 March 2024	\$2,195 + \$219.50 GST	\$2,414.50	
P24GC06AU02V	Live Digital	All 4 Parts	28 May - 5 June 2024	\$2,195 + \$219.50 GST	\$2,414.50	
P24GC06AU03V	Live Digital	All 4 Parts	19 - 27 August 2024	\$2,195 + \$219.50 GST	\$2,414.50	
P24GC06AU04V	Live Digital	All 4 Parts	18 - 26 November 2024	\$2,195 + \$219.50 GST	\$2,414.50	

Course Code	Location/ Format	Course Dates	Early Bird price valid until 9 Aug 24		Standard price valid after 9 Aug 24		Great Savings: When you book 4 or more participants! Call us today on +61 (2) 9080 4399 or email training@informa.com.au to take advantage of the discount offer.
P24GC06SY	Sydney	29 - 30 August 2024	\$2,795.00 + \$279.50	\$3,074.50	\$3,095 + \$309.50 GST	\$3,404.50	

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Database amendments can be sent to database@informa.com.au or call **+61 (2) 9080 4399**.

ABOUT INFORMA CONNECT ACADEMY

Informa Connect

Academy

Informa Connect Academy is a premier provider of global education and training solutions that caters to a diverse range of professionals, industries, and educational partners. We are dedicated to promoting lifelong learning and are committed to offering learners expert guidance, training, and resources to help them stay competitive in a rapidly changing world.

Our comprehensive range of courses and programmes are tailored to meet the needs of all professionals, from aspiring specialists to seasoned experts. We partner with elite academic organisations and industry leaders with unmatched expertise in their respective fields to deliver an exceptional learning experience.

ON-SITE & CUSTOMISED TRAINING

Informa Connect Academy has a long-standing track record of delivering very successful customised learning solutions achieving real and measurable value for our clients through our senior training consultants. If you have 8+ interested people, an on-site course can be the ideal solution – giving you the opportunity to customise our course content to your specific training needs, as well as attracting significant savings compared to public course costs.

WHY CHOOSE ON-SITE WITH INFORMA CONNECT ACADEMY?

- 1. Custom design** – Together, we will identify the best blended learning solution for your culture, your people and your training objectives.
- 2. Quality assured** – We design market-leading training programs, concepts and methodologies, with a 400+ course portfolio. Our rigorously selected 900+ instructor faculty are recognised experts in their field. Quality of their content and delivery methods is assured through continuous monitoring and evolution.
- 3. On-site training** is a cost effective way to train your people and achieve your defined outcomes.

Speak with **Sushil Kunwar** on **+61 (2) 9080 4370** to discuss your customised learning solution, or email inhouse@informa.com.au