



Problem-Solver

Self-Motivated

# Unlocking Management Potential

With Everything DiSC® Management

**Audience / Suitable For**

Groups of High Potentials, Emerging Leaders, Supervisors, Team Leaders, New Managers, Managers, Directors



## BUSINESS PROBLEMS ADDRESSED

- **50% of employees quit a job because of their manager;** 56% think managers are promoted prematurely; 60% think managers need training (Gallup)
- **Ineffective team leadership:** Managers may struggle with leading their teams effectively, impacting morale and overall team performance
- **Communication breakdown:** Managers may face challenges in communicating effectively with direct reports leading to misunderstandings and reduced collaboration
- **Difficulty motivating and engaging:** Managers may find it challenging to motivate and engage their teams resulting in lower productivity and job satisfaction
- **Lack of Self-Knowledge and Awareness:** managers do not have a full understanding of how their personal preferences and character traits influence their management style and the working environment they create

## BUSINESS OPPORTUNITIES ADDRESSED

- **Prepares anyone in a management role to successfully engage,** motivate and develop their people
- **Effective communication strategies:** Equips managers with insights into their communication styles and preferences, leading to more effective communication with team members, other departments and stakeholders
- **Employee engagement and retention:** Improves managers' skills in engaging and motivating team members leading to higher levels of job satisfaction, increased morale and reduced turnover
- **Effective delegation:** Enhances managers' ability to delegate tasks effectively, optimizing workload distribution and creating a more balanced and productive team environment
- **Positive organizational culture:** Contributes to the creation of a positive culture by developing managers who inspire and motivate their teams, fostering a collaborative and supportive work environment

## PRODUCT DESCRIPTION / BREAKDOWN

Elements of the product, tools used etc.

Participants Complete an Everything DiSC® Management Profile	Participants are sent their DiSC Management profile prior to the debrief session	Full-Day facilitated Profile Debrief/Training session for the group, Virtual or In-Person	Optional – Add a 1:1 coaching engagement
			Session Evaluation

## OUTCOMES

Benefits Realized

- ✔ Increases the confidence of managers to better perform in their role leading to greater performance and job satisfaction for themselves and their employee group.
- ✔ Unlocking Management Potential will inspire great managers in your organization
- ✔ Helps managers understand their and their team's responses to constant change, enabling everyone to adapt to and manage change with resilience
- ✔ Helps managers resolve conflict with people of different styles and preferences
- ✔ Supports managers in creating a positive work environment, contributing to employee satisfaction and retention