

# Managing People for Results

## Strategies and tools to switch people on

RESULTS  
DRIVEN  
SEMINAR

## How to Achieve More Through Others

### DEVELOP THE TALENT WITHIN YOUR WORKFORCE

If you want to switch on employees and build team motivation then this is the program for you. Learn what wins through in our changing workforce with a mix of Gen Y's, Gen X's and Baby Boomers.

#### People May Not be the Greatest Asset in the Business

You've heard it said "people are the greatest asset in the business." Fine words indeed, but in reality this may not be true.

Some may not be an asset; rather they could be a serious liability, de-motivated, unhappy and disenchanted walking time-bombs.

No it's not all people; rather it's having the right people in the business that are the greatest asset. Learn how to get the right people and retain them.

#### Motivation, Myths and Realities in a Changing World

People do different things for different reasons. Every day each individual bring a complex set values, motivation and perceptions to the workplace. Most work in a team and the collective attitudes and values of the people create either a positive or negative culture in the business. Learn what you need to do to directly influence the development of a positive business culture to build the team for success.

#### The Leadership Challenge

Leadership is the achievement of results through people. And because everyone is unique with special needs you must have highly flexible leadership to switch people on to high performance. Learn about different management styles that work in different circumstances and how you can apply these to achieve more with others.

#### Ideas and Concepts to Use Immediately

This is a highly interactive, practical, results driven program to develop and reinforce skills to achieve more through others. Create a positive, supportive work environment where people will want to excel. Take the opportunity to recharge your batteries and provide the tools for people management success.

#### Communicating for Success

Communication is not what you say, it's what people think they hear and there's always a difference. What you say and how you say can often be interpreted in different ways. Learn what works and what doesn't and how to make positive impact to achieve results with customers and staff.

#### PROGRAM OPTIONS

- Seminar or tailored workshop – supported with workbook/manual

#### PROGRAM CONTENT

##### Working With Different Age Groups

- Gen Y's have well and truly arrived in the workplace and often bring a different set of values and perceptions as to what they expect from a job and the boss. Learn the skills you need to harness the talent of the new generation of bright, technology savvy people.

##### What Makes People Tick?

- Everyone we work with is different. People have different beliefs and values with varying levels of motivation. The right people with the right attitude can create high achievement, whereas the wrong people can quickly turn the business into a non profit organisation. Learn what is likely to switch people on and how to maintain the momentum.

##### Motivation: What Works and What Doesn't?

- People bring to work skills in the "how to" do of the job and attitudes about the "want to" of the job. The "want to" is their personal level of motivation. Learn proven, key principles to create "want to" winners rather than losers in your business.

##### Building a Winning Team

- Often teams at work can be very small; however the certainty is that everyone needs to rely on someone to assist in achieving results. The session provides a 15 point checklist to take away to measure against you own team performance.

##### Managing Performance Issues

- When a customer has a problem to be resolved, you need to a set of skills and a checklist to manage the discussion. It's the same in managing behaviour or performance issues with staff. Learn practical ideas to address these issues as they arise.

##### Winning Communications

- Every area of business is about communications. Just as every interaction with a customer creates a powerful impression, so does every communication with people in the business. Learn how to achieve outstanding pay-offs by maintaining poise and projecting positive professionalism in all areas of communication.



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#### Presented by Brian Greedy

Brian is one of Australia's leading professional speakers in business development.

Each year he delivers over 150 speeches, seminars and workshops for clients in all states, NZ and the UK.

He draws from over 20 years grassroots business experience in management, marketing and sales, including the development of highly successful food distribution business from start up to a multi-million dollar turnover.

An engaging and inspiring presenter with a pragmatic "how to" approach in communicating his knowledge makes him one of Australia's most sought after conference and seminar speakers.

**Read what others have said about Brian Greedy's programs**

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