

Management Development

The manager's primary role is to plan, control resources and expenditures, and direct company business activities to achieve organizational goals. A manager may have several roles: they can be a supervisor to their direct reports, a manager when reporting up the chain of command, and a leader to everyone under their span of control.

Development Process

The Management Development process is designed to help managers develop the skills needed to do more with less and be able to aggressively accomplish organizational and personal goals. Additionally, managers understand why and how they can be essential to achieving goals.

Essential Elements

Attitude Development – Attitudes are the basis of all behavior; therefore, in order to develop or enhance managers toward leadership behavior, it is essential that we begin by developing positive, success-oriented attitudes.

Interpersonal Skills – Much of what a manager accomplishes is dependent upon effective delegation, collaboration, and building teams to achieve results driven goals. To be effective in this continuous challenge it is important to learn, understand, and use interpersonal skills effectively.

Goal Accomplishment/Setting

– Managers must be capable of working with company leadership to provide input on organization direction and objectives. Additionally, they must be able to develop, implement and achieve goals for their department

that support the achievement of organization goals. The management process provides a goal accomplishment model that provides the tools and processes necessary to develop and achieve goals, more often, in order to maximize results and outcomes.

Example of Topics Covered

- Manager as a Leader
- Goal Setting for Success
- Building Successful Attitudes and Habits
- Attitude Motivation
- Management Communications
- Making the Most of Your Time
- Human Relations
- Employee Development
- Decision Making
- Problem Solving
- Turning Solutions into Action



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