MANAGEMENT

# Team management training

Team management for managers: roles and responsibilities, motivation, feedback and conflict resolution. Practical example, program and application.

700 AZN · Prices may change depending on current conditions.

## Who is it for

small and medium-sized business owners · Company executives · managers and administrators

## Session plan

### 01 Fundamentals of management and leadership

- Key differences between the concepts of manager and leader
- The role of leadership and its impact on team results
- Identifying one's personal leadership style
- The leader's decision-making and responsibility model

### 02 Communication within the team

- What is effective communication and why is it important?
- Common mistakes in leader-employee communication
- Listening skills and an open communication environment
- Effective message transmission and minimizing misunderstandings

### 03 Conflict management

- Causes of conflict within teams
- Types of conflict and management methods
- Managing emotional reactions
- Turning conflict into an opportunity for growth

### 04 Team building and coaching

- Key characteristics of an effective team
- Identifying team members' strengths
- The coaching approach and developmental questions
- Establishing the leader's role in development

## 05 Motivation and psychological factors

- The concept and types of motivation
- Differences between individual and team motivation
- Psychological needs and work behavior
- Building long-term motivation

## 06 Task delegation and feedback

- Principles of effective task delegation
- Sharing responsibility and balancing oversight
- Providing constructive feedback
- The impact of feedback on performance

### Contact and enrolment

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