





By the end of the Power Hour you will be able to:

- Explain what managers DO in specific terms.
- Describe an 8-step Management Cycle that is relevant for all management roles.
- Define what you need to do at each stage to be a successful manager in

your organisation



How would you define a Manager?



"A manager is the person responsible for planning, directing and supporting the work of a group of individuals, to achieve business targets".

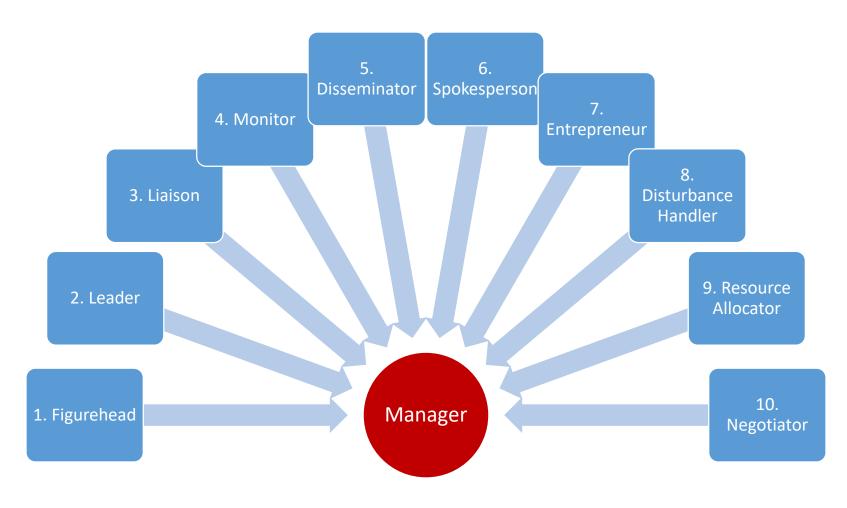


What do Manager's DO?

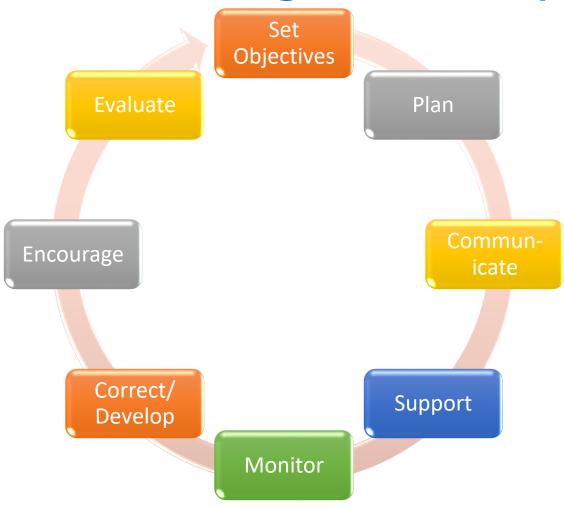




10 Management Roles







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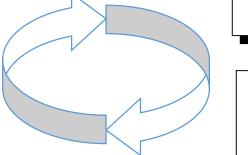


The Virtuous Circle...

Goals are achieved, leading to team and individual rewards. Business moves forward.

Manager provides support or challenge to help people to achieve their objectives.

Set clear, SMART objectives that link directly to achieving commercial success.



Progress is easy to monitor. People know how they are doing.

Easy to break down objectives into tasks to plan and allocate work.

People given appropriate tasks, know what to achieve and how to achieve it.

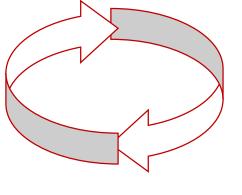


The Vicious Circle...

Goals are missed or the wrong things are achieved. No rewards. Business fails to move forward.

Manager unable to provide appropriate support or challenge.

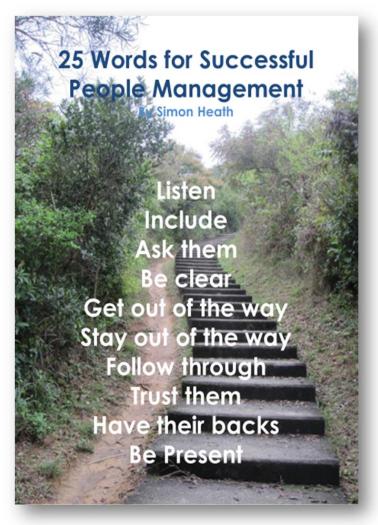
Set objectives that are vague and link to achieving specific tasks related to the function of the team.



Progress is difficult to monitor. People are busy, but are they productive? Difficult to know how to break down objectives to plan and allocate work.

People given inappropriate or unspecific tasks and don't know what exactly is expected of them.





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Make it Work at Work

What are you going to **DO** as a result of this Power Hour Session?







Thank You & Good Luck