



Managing-Up Workshop

Duration
1 to 2-hour

Audience
Individual Contributor
Emerging Leader
New Leader

About This Course

This course focuses on building effective upward relationships with managers and supervisors. Participants will learn how to understand their manager's motivations, communication styles, and priorities, and develop strategies to influence, negotiate, and collaborate effectively.

Topics Included

- 10-step for effectively managing-up
- How to influence and negotiate with your manager and other senior leaders
- How to communicate clearly to resolve problems
- How to proactively ask for and receive feedback

Training Approach

- Instructor-led
- Individual/group exercise
- Self-reflection

Skills Learned/ Outcomes

- Understand your manager's motivations, strengths, communication style, and priorities
- Influence and negotiate with your manager on important issues
- Communicate clearly to resolve problems and receive feedback
- Identify opportunities for professional growth to better support leadership and organizational goals

Course offerings:

We offer a wide range of training programs for leaders and teams to strengthen capabilities, enhance collaboration, and drive organizational success

Communication

Prioritizing and Communicating Goals, Roles & Responsibilities
Communicating Across Generations

Team Performance

Motivating and Inspiring Team Contributions and Success
Ensuring Team Accountability for Consistent Performance
Leveraging Your Team's Diverse Talents and Strengths
Inspiring, Motivating, and Guiding Team to Achieve Org. Goals
Fostering Strong Collaboration and Managing Conflict for Productive Outcomes

Productivity and Efficiency

Effectively Managing Workload

Leadership Quality

Inspiring Mission-Driven Work in Direct Reports
Learning & Applying Situational Leadership
Empathy-Based Leadership
Increasing Emotional Intelligence, Leadership Presence, and Personal Integrity
Being Visionary & Strategic in Thinking and Execution
Cultivate Talent through Accountability, Empowerment, and Effective Delegation, Coaching, Feedback
Proactively Advancing Diversity, Equity, and Inclusion throughout the Organization
Leading & Influencing Change, Improvements, and Innovation

Recruiting and Onboarding

Assessing, Recruiting, and Retaining Team Talent