Managerial Intelligence - Level 2

Target audience
■ Experienced managers

Pre-requisites
■ Good basic management skills or prior completion of 'Managerial Intelligence - Level 1'

Objectives
■ Become a more flexible manager
■ Build team cohesion
■ Review priorities during periods of change
■ Improve your negotiation and communication skills
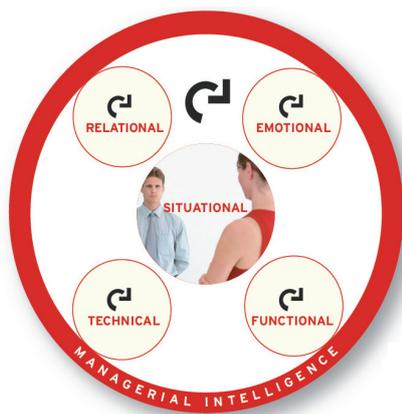■ Manage the emotional dimension of your team

On-the-job benefits
■ Excel in your role as manager, using operational guidelines, tools and methods
■ Develop your team's maturity
■ Get better results by efficiently analysing the stakes and issues
■ Take account of emotions in your management

Benefits for the company
■ Achieve the expected outcomes, thanks to effective management practices
■ Proactive change management
■ Foster synergy between teams
■ Strategically aligned managers and teams

Special features of this course

The wheel of managerial intelligence: use all your managerial skills at once

RELATIONAL · EMOTIONAL · SITUATIONAL · TECHNICAL · FUNCTIONAL · MANAGERIAL INTELLIGENCE

1] **Your context: understand it and be proactive**

2] **Your techniques: acquire new skills**

3] **Your relationships: make effective use of information and communication tools**

4] **Your emotions: use your behavioural skills**

Experience managerial intelligence in real time with three highlights

'The tunnel exercise'
Develop cooperative behaviour:
> Define and implement winning strategies
> Conclude winning agreements

Role-play: 'Become a manager-coach'
Learn about and practise using the tools available to manager-coaches:
> Developing your team members' individual and collective maturity
> Putting yourself in the shoes of a manager-coach
> A helpful compass and the different listening levels

'The tangram network game'
Identify and expand your network:
> Why you need to network
> Make networking part of your routine

Managerial intelligence…
> Can be used today and throughout your career in management
> Ensures that your managerial practice is always in keeping with your internal and external environment
> Motivates your teams, thanks to your authenticity and your team's recognition
> Gives you balance and inner reassurance for coping with contradictions and change.