

“An effective manager gets results. A great manager writes a new story.”

— Carlos Ghosn

Great Managers = Great Organizations

Just about anyone can get results for a quarter or two. But it takes an exceptional manager to unleash the potential of the team and “write a new story” of success. *The 7 Habits for Managers* is a unique, new approach to management development that helps your management team move from getting good results to getting great and enduring results.

FranklinCovey’s *The 7 Habits for Managers* workshop is an intensive application-oriented learning experience that focuses on the fundamentals of great leadership. This workshop gives new and experienced managers a set of tools that will help them meet all of today’s management challenges, including:

- Conflict resolution
- Prioritization
- Performance management
- Accountability and trust
- Execution
- Collaboration
- Team and employee development

Participants will learn how to:

- Increase resourcefulness and initiative
- Define the contribution they want to make in their role as managers
- Manage performance through a balance of accountability and trust
- Give constructive feedback
- Improve team decision-making skills by embracing—even encouraging—diverse viewpoints

Tools for Highly Effective Managers

The 7 Habits for Managers workshop is taught as a two-day, facilitator-led workshop in a public or onsite setting. Certification is available for clients wanting to teach this program to their organization. *The 7 Habits for Managers* workshop follows a reinforced learning process that includes:

- An optional pre- and post- 360° assessment to measure management effectiveness
- A rich, comprehensive participant guidebook
- A *Management Essentials* book with insights on the role of the manager
- An audio CD with Stephen R. Covey explaining how *The 7 Habits* apply to managers
- Paper and electronic versions of the tools introduced in the workshop

How does *The 7 Habits of Managers* differ from traditional leadership training? Compare for yourself:

Traditional	7 Habits for Managers
The “Industrial-Age” approach: providing generic “skills and techniques” needed to control employee behavior.	The “Age of Knowledge Work” approach: unleashing the potential of team members, freeing them to make their best contribution.
Management without the foundation of character training and the discipline to manage themselves first.	Managers who work on their character, who manage themselves effectively before trying to lead others.
Managers trained to a standard of minimal competence—who then give minimally back to the organization.	Managers bring their “whole selves” to work, define their unique contribution, and who achieve great and enduring results.

Build a Foundation of Effectiveness

The *7 Habits for Managers* workshop is a powerful application of the 7 Habits to the role of the manager. To deepen understanding of the 7 Habits principles and to build a foundation of individual effectiveness, participants are encouraged to enroll in *The 7 Habits of Highly Effective People* Signature Program in conjunction with the *7 Habits for Managers* workshop.

Help your managers write a new story with this powerful workshop from FranklinCovey, the recognized leader in developing effective leaders, effective employees, and effective organizations.

Course Outline			Core Competencies— Participants will be able to:
Day 1 AM	Manage Yourself	Habit 1 Be Proactive®	• See alternatives, not roadblocks • Focus on what they can influence • Expand, not limit, their resources
		Habit 2 Begin With the End in Mind®	• Define their unique contribution as managers • Define practical outcomes
Day 1 PM		Habit 3 Put First Things First®	• Focus on the important, not just the urgent • Set a few “wildly important goals” • Plan weekly, act daily
Day 2 AM	Lead Others	Habit 4 Think Win-Win®	• Balance courage and consideration • Manage performance through a Win-Win process • Build trust with co-workers
		Habit 5 Seek First to Understand then to be Understood®	• Practice empathic listening • Give honest, accurate feedback
Day 2 PM		Habit 6 Synergize®	• Seek out differences, not just accept them • Synergize to arrive at new and better alternatives
	Unleash Potential	Habit 7 Sharpen the Saw®	• Treat team members as “whole people”



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