

Management 101: Leadership Training in Challenging Times

The Consulting Team

Facilitating Positive Change

The Consulting Team's Mission: Facilitating positive change by increasing effectiveness of leaders, teams, and organizations through consulting, coaching, conflict mediation, and training.

Dr. Marilyn Manning, CEO

Partial Client List

Over 100 California Cities,
Special Districts, and Public
Agencies
Arthur J. Gallagher Insurance
California State University
System
California Water Service
Contra Costa County
Kaiser Permanente
Meyer Sound
Minami Tamaki, LLP
Attorneys
National Speakers Association
Pacific Cheese Company
Police Officers Standardized
Training (POST)
San Mateo County Sheriff
State Compensation Insurance
Fund
Stanford University
State of California
Social Security Administration
Synthetic Genomics

Can you keep your team motivated while maintaining a high level of performance? To create and sustain high performance, effective leaders need to communicate a clear and inspiring vision, initiate positive change, and communicate openly. This training is designed to help you move beyond the role of a controlling manager to the role of coach and facilitator. You will learn how to create commitment, empower others, and hone your leadership skills.

Participants will learn to:

- Build teams by motivating and empowering others
- Capitalize on individual differences and styles
- Understand the dynamics of leading, coaching, and motivating
- Communicate clearly and openly
- Manage conflict and difficult behaviors
- Listen with empathy and give constructive feedback
- Deliver useful performance evaluations and feedback
- Manage priorities and change to help reduce stress
- Master meeting management skills
- Utilize strategic and outcome-based planning

"The Consulting Team provided us with tools to work through misunderstandings that arise in our team interactions. In the past, we would "clash" and hit a wall. With these tools, we can break through the barriers. Now we can talk about the issues and move forward with less tension."

- Betty Luna, VP of Facilities, San Jose State University

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