

Manager Pathway



1. KICKSTART

Fiona Lander Leadership Series

- Engage your team - 6.48
- Setting standards - 5.22
- Focus on performance - 2.59
- Management communication impacts performance - 3.18
- Managing under performance - 5.45

2. POWER UP

Training & Coaching

- Mentoring : when & why to use it - 3.10
- Nurturing talent - 4.05
- Coaching : when & why to use it - 3.10
- Delivering excellent training - 3.48
- Coaching on the job - 13.01

Expert Reflections on Leadership

- Challenges of a billing manager - 10.13
- Change is good - 5.41
- Standing out from the crowd - 8.29
- Motivating your team - 4.41

Self-Awareness for Leaders *

- An introduction to self-awareness -1.33
- Learning styles
- Understanding yourself - 1.03
- My emotion balance sheet
- Emotional intelligence - 2.52
- Personal effectiveness - 1.27
- Unconscious bias -7.07
- Avoiding bias - 2.57

Self-Management for Leaders*

- Management of self: Introduction - 1.38
- Time management - 6.50
- The Eisenhower Matrix
- My time
- The importance of personal development - 3.51
- My personal development - 3.00

*The average duration for episodes in the courses with a * is 25 minutes, which includes video content and time required to complete other input and reflective elements.

3. INVIGORATE

Greg Savage Leadership Series: Communication & Effective Working

- 10 Golden rules of communication for Managers 1 - 13.21
- 10 Golden rules of communication for Managers 2 - 11.30
- Building a team that enhances productivity - 13.08
- Personal organisation for billing managers - 13.52
- Coaching on the job - 13.01
- Meetings that add value - 5.53
- Effective public speaking for managers 1 - 8.24
- Effective public speaking for managers 2 - 6.33

Jonathan Campbell's Expert Social Media Tips

- Recruitment SEO - 5.12
- Sourcing on social - 5.38
- Using Twitter to recruit - 4.43
- Social business development - 5.43

4. REFUEL & RECHARGE

Greg Savage Leadership Series: Achieving High Performance

- Shift your attitude & strategy - 23.34
- Create a social recruitment company - 12.04
- Reach performance potential - 17.58
- Managing under performance - 13.29
- Performance and manager reward - 7.48
- Common mistakes in people management - 18.21
- How to invest your time as a leader - 17.52
- Manage KPIs & Train People - 14.53
- The Advantage of Technology - 8.35

Decision Making & Problem Solving for Leaders

- Decision Making Introduction - 1.41
- Personality & Decision Making -2.33
- Problem Solving - 8.06
- Rational & Organic Approaches to Problem Solving - 3.03
- The Fishbone Diagram Tool for Problem Solving - 4.12
- Flawed Decision Making is Dangerous - 3.02 *

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5. STRENGTHEN

Greg Savage Social Media Series: Hiring Talent

- Recruiting in the future - 16.38
- Hiring talent - 10.46
- A future strategy - 10.56

6. REGENERATE

The Savage Business Growth Accelerator

- Creating a sustainable business - 18.36
- Grow your business - 13.03
- Planning - 10.02
- Positioning - 12.35
- People - 25.29
- Product - 11.07
- Leadership is action - 21.00
- Pleasing - 19.30
- Promotion - 22.25
- Prospecting, Performance & Persistence - 21.11

7. REJUVENATE

Building Relationships & Trust for Leaders*

- Building Relationships & Trust - 6.16
- Standing Out from the Crowd - 8.21
- Giving Valuable Feedback - 7.09
- A Corrective Coaching Framework
- Common Mistakes in People Management - 18.21
- Manage KPIs & Train People - 14.53
- Active Delegation - 5.52
- Feedback & Delegation

Effective Communication for Leaders *

- An Introduction to Communication - 6.18
- The Power of Questioning & Listening - 9.17
- Team Briefings - 3.00
- Conflict Resolution - 2.27
- Communication Tool Kit
- Leadership Style Questionnaires
- Leadership Approaches - 5.09
- Effective Management Communication

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8. JUICE MASTER

Leading Change & Driving Development*

- An Introduction to Leading People - 2.48
- Purposeful Development - 5.39
- Driving Development - 9.11
- Leading Change - 6.19

Leading High Performance*

- Motivating Others - 1.45
- A Motivation Theory - 5.13
- What's the Goal? - 2.37
- Balancing Team & Task - 3.33