

# LEADERSHIP & MANAGEMENT

**QNET presents:**

## **Foundations for Coaching Success:**

**A two part program - Workplace Motivators & Behaviours and Practical Coaching/Mentoring Principles**

Wednesday and Thursday, April 19 and 20, 2017 – 8:15 a.m. to 4:15 p.m. at QNET – Suite 660, 175 Hargrave Street

*Strengthen your coaching skills and enhance your ability to influence, manage and create motivating environments for others to perform at their best.*

### **PART ONE: Workplace Motivators & Behaviours**

To be successful and energized on the job, it is important that an individual's underlying primary drivers (the WHY behind what people do) are satisfied through the nature of their work. When this is the case, they feel personally rewarded and personally driven by their work.

When a job requires the use of one's top behavioural traits (HOW people like to do things), the potential for success increases even further, as do the levels of personal and professional satisfaction.

An effective coach / leader / manager understands the importance of these concepts in creating the right environments and roles for their employees.

In Part One, you will explore:

- What drives your life, business actions and decisions
- How the Driving Forces (primary, situational and indifferent drivers) of others may affect you
- Methods to recognize, modify and blend your Driving Forces with others around you to limit potential conflicts
- How you / others handle problems and challenges, influence others, handle pace and change, and how compliant you are to rules and procedures set by others

### **Fees:**

- \$699.00\* + GST for Members of QNET / APICS / Manitoba Aerospace
- \$799.00\* + GST for Non-Members

*\*The above rates include a light lunch and the Talent Insights Assessment / Report @ \$60 + GST which is required for the course.*

### **This workshop is:**

- A CMD optional course valued at 14 hours in the 70 credit hour QNET Certificate in Management Development (CMD).
- Eligible for credit in the CAM:OE (Certificate in Applied Management: Organizational Effectiveness) in partnership with the University of Manitoba, Continuing Education.
- Presented by QNET in partnership with APICS Winnipeg Chapter, Manitoba Aerospace, and Industry Services, Jobs and the Economy, Province of Manitoba.

**REGISTER ONLINE at [www.qnet.ca](http://www.qnet.ca)**



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