

PROFIT THROUGH PEOPLE

Managing People

For any business a critical part of managing in the ever-changing environment is building the capacity of your people. The *Profit through People* training course provides the practical tools to build this capacity in your people and maximise individual and team performance.

What is Profit through People?

Profit through People is a 2½ day course that gives you the opportunity to identify and practice team leadership skills including:

- Understanding how individual personalities impact on team leadership
- Influencing others to achieve performance
- Communicating for results
- Team management strategies

To support your leadership journey, during the course you will gather information, undertake group and individual activities and develop your own personal action plan.

Benefits of your learning experience

- Understand personality preferences and recognise the impact of these preferences on yourself and others
- Identify examples of good leadership and assess your own leadership qualities
- Identify and demonstrate actions that build trustworthiness
- Determine how to positively influence others
- Work effectively with teams to achieve results
- Communicate effectively
- Develop strategies for managing differences within a team
- Establish procedures for evaluating Performance and develop strategies for improvement

Who should attend?

Profit through People is designed for anyone who has daily responsibilities for managing staff. Typical role descriptions that would greatly benefit from this course include team leader, supervisor, overseer, head stockman and frontline manager.



Annie Donoghue
Baradoo Station

Thank you for your shared expertise, enthusiasm and energy; all which shone through in the presentation of the *Profit through People* course in Rockhampton. We thoroughly enjoyed it and have some very helpful tools we hope to effectively implement in our business.

Jane McCauley
S Kidman & Co Ltd

Our senior employees have gained invaluable leadership and communication skills. Barbara Bishop has a genuine understanding of the pastoral industry so the course is relevant to people on the land.

ROCKHAMPTON

19–21 July 2016

Apartments on Palmer
5 Palmer Street
Rockhampton

Cost

\$1125 / person
(discount options)

Register by
12 July 2016

P: Barbara on 0408 999 009
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Barbara has more than 30 years' experience in teaching, training and leadership. Her exceptional understanding of people dynamics and people management provides a great platform to facilitate leadership, coaching and mentoring workshops. Barbara's extensive experience is complemented by her qualifications and professional accreditation in education, agriculture and people management skills. Barbara has had a long association with Jabiru Human Resources Services and now runs this program as Barbara Bishop & Associates.

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