

## Management Seminar

### Cooperation & Coordination in new Dimensions

#### *Communication based on Trust & Commitments*

Like " sand in the transmission " poor co-operation and undefined lines of communication between people from different disciplines and corporate units results in time delays, uncertainty and the ineffectiveness of the entire company.

Poor co-operation is one of the main causes of resource mismanagement and discontent in the work place, undermining internal and external relations, as well as the levels of trust between team players. The damage that results for such poor co-operation can be serious and normally permeates into all levels and functions of a company.

Optimization of material management and data flow as well as readily available and accessible information is not sufficient. Clarity regarding the responsibilities of Team Players, their obligations and relationships to each other is indispensable. This also applies across the whole spectrum of the Management structure.

***Use this opportunity to learn from an Expert a totally new guidance of Relationships in Management with the result of undreamed-of possibilities for efficiency and cost savings – guaranteed!***

Develop your leadership competence to the highest level and save your seminar seat for this excellent Management Seminar – sign up today!

#### Target group

- Company Leaders/Management
- High-level personnel involved in
- restructuring of Companies
- Managers with Personnel Development responsibility

#### Your Benefit

You will raise your Management Leadership skills to a high level.

You will learn:

- How to consistently increase your Company's Profitability through better Co-operation
- How to bring your Teams to high state of awareness, application and reliability.
- How to achieve Co-operation of the highest quality
- The development of solid and reliable relationships among Team Players and your customers
- The application of invaluable experience from proven methods

## Contents Part 1: Bases of the new dimensions of Collaboration

- The cycle of faulty Co-ordination and distrust can damage the Organisation
- The effective, action-oriented Co- ordination and communication process -
- Commitments and effectiveness without confrontation
- Elementary dialogue forms - with the target of successful work on the project
- Structure of a confidence base in our relationships (coworker, team members & departments.)
- Who is YOUR Customer?

## Contents Part 2: Recommendations from practical experience:

- Success factors: Rules, which everyone enthusiastically accepts and keeps.
- "You promised that to me..." (Promises maintained equals motivated people)
- Why mutual Assessments and Commitments with people can move mountains.
- Attitudes: How do we produce positive and productive attitudes?
- There is Responsibility for everyone: Motivated people take it on-board and identify themselves with it
- Failures: Do you have a blame culture?

## Part 3: Question & Answer - Discussion

### Your Adviser

#### Heinz Kuzio

Diplom-Ingenieur (Graduate Engineer)  
Management Consultant

His consulting expertise is the result of many years of professional experience - in different management functions with extensive personnel responsibility in- large and medium-size organizations.

His professional skills are particularly suited to the Construction and Power Plant Industry. Heinz Kuzio´s experience is also appropriate for Management of numerous Management Restructuring Projects, particularly Merger & Acquisitions

**Seminar Code:** CM-1-200SE

### Other General Information

1. This is a 2 days seminar, each day starting at 09:00 a.m. and ending at 06:00 p.m.
2. The cost for attending the seminar is 950.00 EUR per participant. This price includes seminar documents (CD-ROM), lunch and drinks during the seminar and breaks.
3. If more than one participant from the same company attends the seminar, the price for each participant will be discounted to 850.00 EUR.
4. To see the General Terms and Conditions of Seminars, please go to the sign-up page and you will find them at the bottom of the page