

# THE 7 HABITS<sup>®</sup> FOR Managers

ESSENTIAL SKILLS AND TOOLS  
FOR LEADING TEAMS

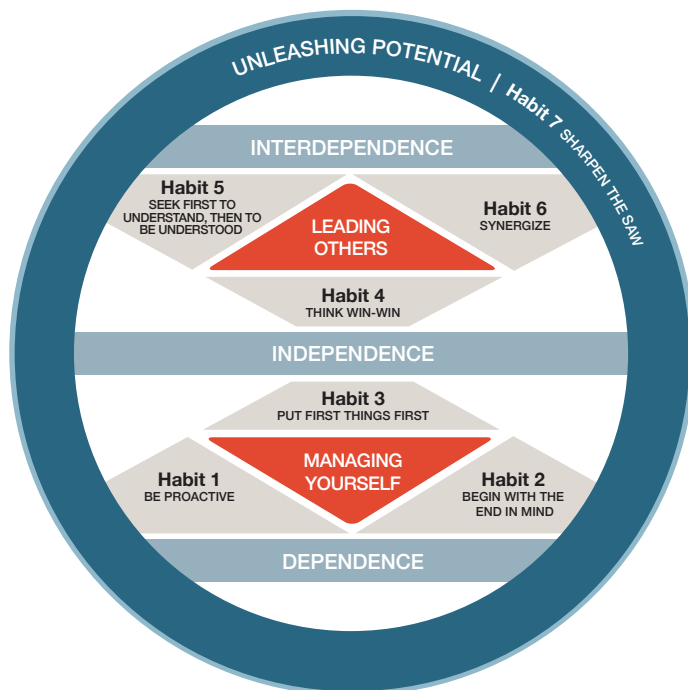
Successfully leading a team takes a unique and different set of skills than those of an individual contributor. It's hard to be a good boss! Many leaders and managers have been promoted due to their individual competence, but struggle when it comes to leading and managing people. When managers fail, it is usually because they were unable to achieve important results. That failure typically stems from two causes:

1. They manage others before managing themselves.
2. They manage people instead of letting them manage themselves against shared expectations.

*The 7 Habits for Managers<sup>®</sup>* equips team leaders to address these basic issues and improve how they achieve sustainable results through and with others. This solution distinctly focuses on who a manager IS, not just what they DO. Its uniqueness is the lens of the 7 Habits framework — and the way it applies new mindsets, skills, and tools towards becoming a great leader who can consistently deliver results.

Whether leaders have been in their roles for some time, are brand new, or are emerging leaders, this program will enable them to effectively lead and manage their teams.

This solution can be delivered live in a classroom setting or in an online webinar. You can certify to teach *The 7 Habits for Managers*, or we can deliver it for you.



## THE 7 HABITS FOR MANAGERS OBJECTIVES

*The 7 Habits for Managers* is built on the framework of *The 7 Habits of Highly Effective People*. Each Habit has been uniquely retooled to focus on managing oneself and leading others.

HABIT	PARTICIPANTS WILL LEARN TO:
Habit 1: Be Proactive®	<ul style="list-style-type: none"><li>• Achieve extraordinary results by consistently executing their R &amp; I (resourcefulness and initiative) to break through barriers.</li></ul>
Habit 2: Begin With the End in Mind®	<ul style="list-style-type: none"><li>• Develop an “outcome-oriented” mindset in every activity they engage in—projects, meetings, presentations, contributions, etc.</li></ul>
Habit 3: Put First Things First®	<ul style="list-style-type: none"><li>• Eliminate energy and time-wasting tendencies by focusing and executing on the team’s Wildly Important Goals with a weekly planning cadence.</li></ul>
Habit 4: Think Win-Win®	<ul style="list-style-type: none"><li>• Lead teams that are motivated to perform superbly through a shared expectation and accountability process.</li></ul>
Habit 5: Seek First to Understand, Then to Be Understood®	<ul style="list-style-type: none"><li>• Create an atmosphere of candid and helpful give-and-take by taking the time to fully understand issues and giving candid and accurate feedback.</li></ul>
Habit 6: Synergize®	<ul style="list-style-type: none"><li>• Demonstrate innovative problem solving by seeking out differences and new and better alternatives.</li></ul>
Habit 7: Sharpen the Saw®	<ul style="list-style-type: none"><li>• Tap into the highest and best contribution of everyone on a team by unleashing the total strength, passion, capability, and spirit of each individual.</li></ul>

FranklinCovey’s *The 7 Habits for Managers: Essential Skills and Tools for Leading Teams* solution is an intensive, application-oriented learning experience that focuses on the fundamentals of great leadership. This work session gives both new and experienced frontline managers the mindsets, skills, and a set of tools that will help them meet today’s management challenges including:

- Prioritization
- Accountability and trust
- Individual and team development
- Execution
- Performance management
- Conflict resolution
- Collaboration

### PARTICIPANT KIT INCLUDES:

- Participant Guide
- Audio CD
- *Management Essentials* Book
- Online Tools

