

2 DAYS PROGRAM

MASTER MANAGER TRANSITION FROM ENGINEER / SUPERVISOR TO MANAGER APPLYING NLP

- BE THE ELEGANT MANAGER THAT OTHERS ADMIRE

Date : 16 & 17 July 2025 (Wed & Thu)

Venue : Wyndham Grand Bangsar Kuala Lumpur Hotel

COURSE BENEFIT:

1. Understand the pitfalls of the transition to management and how to avoid them.
2. Understanding peoples' personality type better thro' an EQ self-assessment.
3. Learn how to get along and influence people even when they seem to be difficult.
4. Take control of conflict and use it to your advantage.
5. Learn why managers fail to influence others effectively and how to overcome such problems.
6. Discover the two keys to success for any organization.
7. Uncover communications bottlenecks with a simple but insightful exercise.
8. Structuring a coaching programme.
9. Defining and developing the coaching relationship
10. Coaching Styles and Process - Applying a coaching model.
11. Identify and involve the people most influential in your success.
12. Nurture leadership skills and motivation among all project team members.
13. Avoid the traps of the "technical mind set" in becoming a manager.
14. Gain control by letting go of control.
15. Don't go crazy! Take control of your time and feel more relaxed with this five-point system.
16. Taking people from where they are to where you want them to be.

LEARNING METHOD USED :

In this fun-filled highly experiential training, the training facilitator adopts a coaching and facilitative approach. It is very important to engage the participants in reviewing their own outcomes in managing others.

The fun-filled activities are designed to illustrate key issues that the participants are facing in their new management role by using NLP tools to create illustrations, demonstrations and activities such as role plays, group discussion, Mind exercises and games.

New skills will be learnt via mind programming methods using practical NLP.

WHO SHOULD ATTEND :

- Engineering managers and those who lead technical teams
- Engineers, Supervisors and individuals working on teams in engineering, information technology, or other technology-based activities
- Engineers, IT professionals and others who wish to enter management
- Managers in technical organizations who wish to enhance organizational success



COURSE OVERVIEW

Introduction

This program is suitable for individuals who are newly promoted as a manager, or feels not "up to the job" even after managing for some time. In most cases they were very effective in their previous role, but then struggle when they enter the management arena.

Promotion to become a Manager is often based on functional expertise and success, and yet management is a discipline that has its own approach which demands the training and development of the people moving into it. The transition from lower position to a management role can often be the greatest challenge in an individual's career; especially so for the engineering or technical person, who exercises much more of his logical or objective mind that has to deal with IQ during work. But when it comes to managing people, we have to use more of our other emotional or subjective mind which has to deal with EQ, being much more emotionally intelligent in dealing with people management.

To succeed in management requires a breadth of understanding across the different functions of a manager and this workshop give a very good coverage of the most important aspects of how to be a highly effective manager - Mastering the Art and Science of working relationships, changing perceptions, effective communications, influencing others and coaching your subordinates to greater heights.

Niche

NLP helps the participants achieve relatively rapid results which are more long-lasting compared to conventional techniques

Prerequisite

No prior NLP exposure is required as the Mr. Daniel will explain the fundamentals of NLP as the program progress

Recommended for Group Participant

This training is both practical and effective for companies to send several executives to ensure similar values are transferred at the same time to your workforce.

COURSE CONTENT

1. MASTERING RELATIONSHIPS

Understand the Importance of People

- LPI EQ Profiling to understand Peoples' personality
- How can we work more effectively with each personality type
- Key to the transition: becoming more human
- Build rapport easily with Customers and Staff
- Become proficient at leadership and conflict management

2. MASTERING PERCEPTION CHANGE

Seeing the Big Picture in Management

- Change in perception leads to change in attitudes
- Learn the new rules for your success
- Taking on new and bigger roles and responsibilities
- Develop good plans and master your challenging environment
- Lead people to solve problems and make decisions

3. MASTER THE ART OF EFFECTIVE COMMUNICATION

Share Information With Proficiency

- Become an effective communicator
- Components of effective communication
- The payoff of preparation
- Verbal Pacing and Leading others effectively
- Being human: active listening

4. MASTERING THE ART AND SCIENCE OF INFLUENCE

Learn the Keys to Influencing Others

- Overt and Covert Influencing
- Read People Accurately
- Twin Pillars of Motivation
- Learn effective ways to influence and persuade others
- Manage conflicts and crisis effectively

5. HIGHLY EFFECTIVE COACHING

Leverage the Resources Available to You

- Understanding Coaching
- Coaching styles: Input and output coaching
- Coaching Process: A coaching model
- Structuring a Coaching programme
- Who needs coaching and who makes a good coach?
- Defining and developing the coaching relationship

6. TAKING IT TO THE NEXT LEVEL

Seeking Improvement and Excellence

- Faster, better, cheaper: an effective method for improvement
- Nurturing greatness in your team
- Avoid the pitfalls of management
- Grow as a manager: return to the basics
- Taking people from where they are to where you want them to be

A good objective of a manager or leader is to help those who are doing poorly to do well and to help those who are doing well to do even better.

- Jim Rohn