



Leaders
in Training



“Leaders that inspire trust”

This program is addressed to those who hold a position of department head or similar, or those who report to the managerial levels of the organization.

Objectives of the Program:

- Develop the key leadership competencies, making possible the achievement of his potential with greater ease and speed.
- Acquire a systemic vision of the company and the processes that transpire between the different areas in order to know what is his personal contribution and that of his department in the achievement of the organizational objectives.
- Improve decision-making through the analysis of problems and opportunities applied to his work environment.
- Perfect his command style for a more effective leadership in his work teams.
- Commit to achieving better results, both in his personal and in his family life.

Duration:

- 148 hours





Topics:

- Presentation of the program
- What is middle management and what do they do?
- The Case Method
- Management competencies
- Evaluation and development of management competencies
- The company and its social environment
- A systematic vision of the company

Seminar: The administrative process

- Process direction
- Economic, political and social environment
- Knowledge of markets and clients
- Man as a person
- Development of the vision and the strategy
- Implementation of the strategy
- Product and service design
- Balance between work and family life

Seminar: Effective communication

- Marketing
- Direction of operations
- Logistics
- The profit and loss statement
- Cash flow
- Financial Analysis
- Economics value creation in business
- Teamwork creation and design

- The teamworks and their behavior
- Feedback about the behavior of the group
- Emotional intelligence and mature personality
- Project management
- Time management
- Personal development plan
- Information management
- The individual and his motivations

Seminar: Leadership

- Ethics and values
- Command style in business
- Development of people: Selection
- Development of people: Training
- Development of people: Performance evaluation
- Coaching
- Creativity
- Negotiation
- Change and improvement management
- Essence of family relationships



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