

**Soft-Train**



*At Soft-Train  
Technology Works*

# Managing Today's IT and Technical Professionals (2 Days)

**COURSE GOAL:** Learn how to get project teams, work groups and task forces working together more efficiently and productively.

**PREREQUISITES:** None.

**LEARNING OBJECTIVES:**

Upon completion of this course the student will be able to:

- Understand what drive or motivates people
- Develop a broader organizational perspective
- Align the technical professional's goals with business goals
- Analyze performance based on business requirements.

## **KEY TOPICS:**

### **I. Basics**

- A.** Leadership, management and self-awareness
- B.** What leaders of professionals do: An overview
- C.** Devoting the time and energy to lead successfully

### **II. Leading Professionals – the keys to success**

- A.** Direction
- B.** Communications
- C.** Motivation
- D.** Coaching
- E.** Teamwork
- F.** Difficulties
- G.** Results

### **III. Bringing new people onboard**

- A.** Selection
- B.** Early Days

### **IV. Projects**

- A.** Leading Project Teams

### **V. Influencing Skills**

- A.** Influencing colleagues and clients

### **VI. Common Leadership problems**

- A.** Leadership Exercises