



**dynargie**

human side of business

# Dynargetic People Management

Because Business is  
Made of People



Our Dynargetic People Management programme equips managers with a powerful toolkit of communication and negotiation skills to successfully manage their teams, superiors, colleagues, clients and external stakeholders.

## GOALS

Communicating effectively with people both inside and outside an organization is essential to the success of a manager. The Dynargetic People Management programme – applicable throughout an organizational structure – provides the necessary tools for immediate application, accelerating personal development. In that sense we are able to equip managers with a toolkit of practical communication, negotiation, influential and motivational skills to immediately deploy in everyday situations with internal and external stakeholders, teams, bosses, colleagues and clients.

## OUTCOMES

- Builds, facilitates and strengthens relationships
- Grows team motivation and commitment
- Builds a cohesive leadership culture
- Creates a more successful organizational ecosystem
- Promotes staff development
- Improves negotiating skills
- Grows customer satisfaction
- Improves employee retention

## METHODOLOGY

Our methodology allows participants to build on what they know and add new learning via intense action, practice, personalized feedback and reflection. The effectiveness of our method results from focusing on the “how” (tools) instead of the “what” (content). We have more than 35 years of experience with guided impact discussion, strengthening the skills of managers, those being managed, team monitors and negotiators.

## PARTICIPANTS WILL BE ABLE TO:



## PROCESS

Dynargetic People Management offers a consistent top down approach through the organizational hierarchy. 5 module programme, 10 participants per group.

**Module 1 & Module 2**  
Managing the Team

**Module 3**  
Managing the Boss

**Module 4**  
Managing Peers & Colleagues

**Module 5**  
Managing External Stakeholders,  
Clients & Customers

## PROGRAMME CONTENTS

### The Manager as Facilitator:

How to ensure a balance between a directive and a participative approach.

### Communication Up the Hierarchy:

How to create a trusting relationship with your boss.

### The Team Manager:

How to take advantage of a team dynamic to accomplish better results.

### The Negotiator Manager:

How to understand the other's viewpoint to better build joint solutions.

### The Manager as Communicator:

How to make others buy into an idea through effective debate.

## WHY CHOOSE DYNARGIE

- ✓ **Quality:** Our workshops are consistently ranked 3 out of 4 or higher
- ✓ **Experience:** Our certified consultants have at least 5 years of prior professional experience
- ✓ **Longevity:** 75% of our consultants stay with us for 5 years or longer
- ✓ **International Approach:** Dynargie has been shaped by 4 continents, 14 time zones and 11 languages

## ABOUT

Dynargie is a dynamic management consulting and training company dedicated to influencing and managing positive change in both people and organizations. Founded in Switzerland in 1982, we operate in diverse cultures spread over 10 countries and 11 languages. Through our unique training and consulting methods delivered by our multidisciplinary consulting team, we help transform difference into agreement, and make individuals and organizations more productive.

[www.dynargie.com](http://www.dynargie.com)