



Eat the Elephant

'Helping people achieve the objective'

Essential Management Development skills

Transactional Analysis as a Manager

Who is it for ?

Managers and team leaders who are responsible for delivering performance through people, and who need to understand the behavioural consequence of their actions

What is it about and what will it do?

- Delegates will learn how to use transactional analysis skills in such a way as to maximise an individual performance potential and to gain lasting commitment to personal and business objectives.

Typical Objectives

- To equip participants with the knowledge and skills to positively utilise the behavioural aspects of their team and to understand TA concepts, and how to incorporate them into effective management

Indicative Outline Content

- **What is transactional analysis**
- **The concepts**
- **Applying the TA Parent – Adult – Child model to shift a difficult business relationship?**
- **How do different learning styles affect work performance?**
- **How to spot the psychological games played out in teams?**

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