

EFFECTIVE LEADERSHIP SKILLS FOR MANAGERS

ELEVATE YOUR TEAM
WITH CONFIDENCE AND EMPATHY TO INSPIRE,
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Owen,2017-08-03 Winner of the CMI Management Book of the Year Awards in the 2012 2013 New Manager category The Leadership Skills Handbook from best selling author Jo Owen reveals the essential skills you need to be an effective leader It shows you what works in practice not in theory in crucial areas such as people skills career skills mindset skills organization skills personal values and behaviours Each skill is presented in a concise easy to follow format with an accompanying framework to help you deploy it in your own life The skills are about the real challenges real leaders have to master and as you observe and record real life examples of skills in action you will be developing your own unique formula for success in the context that matters to you Based on research from over a thousand leaders throughout the world at all levels in the public private and voluntary sectors it identifies the practical skills to make you even more successful and offers guidance on all key topics This completely revised fourth edition of The Leadership Skills Handbook includes brand new content on some of the most challenging skills that successful leaders need to master through three new sections on financial skills including budgeting costs pricing and creating an investment case political skills including influencing negotiating networking and partnering and the art of strategy including strategic models understanding the customer marketing pricing and advertising This indispensable guidance will boost your confidence technical abilities and give you the edge on your peers

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