



From Player to Coach: Making the Successful Transition to Management

Session Details

Faculty:	Dr. Michael Woodward	Date:	Wednesday, January 29, 2020
Location:	The Delta Hotel by Marriott 515 Route 1 South, Iselin, NJ 08830	Sign In:	8:30 AM
Phone:	(732) 634-3600	Session:	9:00 AM - 4:00 PM

Session Description

The transition from star player to team coach is a tremendous leap. All too often new managers are thrown into challenging circumstances with limited support and resources. With increasing globalization and the move to virtual environments, managing is more complex than ever before. As an organizational psychologist, Dr. Woodward believes that effective management is rooted in understanding the psychology of human nature.

Biography

Michael "Dr. Woody" Woodward, PhD is an organizational psychologist, executive coach, and Clinical Assistant Professor of Executive Coaching at NYU. He has worked with leaders at Bacardi, SAP, and The Miami Herald among others. Dr. Woody is also a founding faculty member at the FIU Center for Leadership. He has advised the EY Entrepreneur of the Year and Winning Women programs and was an IBM Smarter Workforce thought leader. He is author of the amazon top selling career book: The YOU Plan and writes for Psychology Today. Dr. Woody has appeared on The TODAY Show, LIVE with Kelly, and CNN among others.

Time Allocation - Topics

20% The Values Compass Understanding the Role of Values in Managing (discussion and card sort exercise)

- The Role of values in managing and leading Identifying and articulating your five (5) core values

15% Critical Conversations Having those tough talks about performance

- Why management all comes down to conversations
- A model for conducting critical conversations

10% The Trust Factor Creating a team bond

- A five-component model for building trust
- Creating familiarity: The key to building trust among colleagues and staff

15% The Art of Persuasion Influencing others to action

- Influence vs. power: Changing minds not just behavior
- A model for building influence

15% Getting Out of the Weeds Letting go through delegation

- What to let go of and when to do it!
- An opportunity to develop your staff

20% Know Your ROTs: Developing Management Rules-of-Thumb

- The three ROTs: Red, yellow, and green rules of thumb

- Knowing and effectively using your ROTS

5% Committing to Action (individual exercises)

- What are you going to commit to doing?
- When will you have it done and how will you measure success?

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