



Join the Dots

Recruiting & developing **extraordinary** people

Transactional Analysis in Management

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.

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.

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.

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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