



Best Kept Management Secrets

Comments from our previous workshop...

“The course was so much more than I had expected.”

“It was important for me as it helps me be better at my job.”

“It was interesting and useful. I would like to have it for my company. We need something like this.”

“Applying this information at my company over the next year will be worth over \$100,000”.

Are you looking for a different way to improve your sales?

The evolution and progress of all companies is as predictable as the rising and the setting of the sun each day – and it is predictable in your company too. Understanding the predictable patterns, you can forecast where your organization is going next, your next set of problems before they happen and when you could fall off the business evolution curve to your own destruction. See why business pitfalls happen and what you can do to avoid them. Delve into explanations for the behavior of your managers, how wrong decisions are made, why things don't get done, how structures can impede progress, how to harness conflict and how to resolve deep company problems. Take this learning home to build yourself a stronger enterprise.

Do you wish there was an easier way to manage the people in your company?

Best Kept Management Secrets (BKMS) by CCCC opens a door for your company's growth and prosperity. The fundamentals contained in BKMS are indispensable elements on the journey to peak performance.

Benefits You Will See

BKMS is packed with powerful material that will change the way you manage.

Management and Mismanagement

- Four management roles
- Which role am I?
- The 5 most common manager monsters

Decisions

- Predicting whether decisions are “right”
- The ability to make decisions that get results

Problems That Plague

- Problems, what causes them and what to do about them
- The predictable evolution of your organization
- Predicting your next set of problems

Improving Management Effectiveness

- Implementing and getting results
- Predicting if a job will get done

Conflict

- Harnessing conflict - why conflict is necessary
- Managing the solutions to conflicts
- Creating order out of chaos

Structure in Your Organization

- Structure and the distribution of power
- Is your organization incompatible with itself?
- Avoiding self-limiting structures

Mastering Improvement

- The Climb to Excellence
- Avoiding pitfalls

Each participant receives Volume I, II and III of *The Respect Revolution* book series. (An \$80 value at no charge)

Who	What	Why	When	Where	Price
CEOs Presidents Owners Managers	A workshop to learn the latest management techniques	Because there is a simple way to manage a company effectively	May 8 & 9 8am to noon	Sheraton Hotel Ottawa, ON	\$350 + GST \$250 + GST - Early Bird by March 31



Caswell **CORPORATE COACHING** Company
Ottawa Tampa Saratov Guadalajara

Location & Agenda

Dates:

May 8 & 9

8:00 am - 12:00 pm

Location:

Sheraton Hotel Downtown

Ottawa, ON

More comments...

“A really open, active, positive experience.”

“This course is very important.”

The most valuable part of the program is that it provides “the opportunity to find the right track”.

Over the next 12 months the financial impact of applying this information at my organization can be “between \$50,000 and \$100,000”.

Morning Agendas

Day 1

8:00 - 8:20	Introductions
8:20 - 8:30	Questionnaire
8:30 - 9:40	Personality Differences
9:40 - 9:55	Break 1
9:55 - 10:45	Decision Making
10:45 - 11:00	Break 2
11:00 - 11:45	Predicting Your Firm's Next Set of Problems
11:45 - 11:58	Q & A and Recap
11:58 - 12:00	Homework
12:00	End Day 1

Day 2

8:00 - 8:30	Homework Review
8:30 - 9:40	Why Things Don't Get Done
9:40 - 9:55	Break 3
9:55 - 11:00	Making Orgs Work
11:00 - 11:15	Break 4
11:15 - 11:35	Problem-Solving Methods
11:35 - 11:45	Evolution Quiz
11:45 - 12:00	Final Review
12:00	End Day 2

About Us

Caswell Corporate Coaching Company (CCCC) helps CEOs measurably improve the performance of their companies using a proven, repeatable process. For more information see www.caswellccc.com.



www.respectrevolution.com

The Respect Revolution is a 12-volume book series aimed at guiding a business to **Excellence** and keeping it there.



Bill Caswell, B. Eng., P. Eng., founder of CCCC, was previously a founder and CEO of three high technology enterprises. Bill was the President of the SPS division of a \$100 million company, which was part of a \$1 billion conglomerate. SPS, an information technology company, was located in Ottawa, Toronto, Halifax, Seattle and Guadalajara Mexico. Earlier, as a design engineer, Bill was responsible for inventions in the radar and process instrumentation domains. He spent his early career with the Guided Missiles Division of Pan-Am Airways, helping launch 200 scientific rockets per year into the upper atmosphere. Besides English, Bill speaks Spanish. He is the author of many technical papers, 3 books and 12-book series on management. Bill, an avid downhill skier, is also an opera lover and a construction builder.

Best Kept Management Secrets Workshop - May 8 & 9

Fee: \$350+GST or \$250+GST Early-Bird by March 31

Please fill out registration form below and Fax it to (613) 233-1805 or register online at www.caswellccc.com

Name & Title: _____ Company: _____

Email: _____ Address: _____

Telephone: _____ City/Province: _____

Fax: _____ Postal Code: _____