



Alabama Small Business Development Center Network

Strengthening Alabama's Economy, One Small Business at a Time.

www.asbdc.org

UNA Offers 1st Annual Leadership & Supervisory Conference - April 25 - Florence, AL

UNA is offering the 1st Annual Leadership & Supervisory Conference entitled "THE LOW COST OF MANAGING THE HIGH COST OF BUSINESS" on Wednesday, April 25, at the Marriott Shoals Conference Center. The time is 8:00 a.m. - 3:00 p.m. and the cost is \$169.

How to register: Visit our website at www.una.edu/continuing-studies, select Courses. Under the Business, Human Resources, & Professional Development Goal, select Leadership & Supervisory Development. You may also call 256-765-4862 to register by phone.

About the conference:

As a supervisor, manager, business owner, teacher, coach, or administrator, do you feel burned out, between a rock and a hard place, going through the motions, or unappreciated? Would you like to see those whom you manage have more initiative, waste less, perform better, complain less, and enjoy work more? If so, this conference is just for you! Leaders develop people, performance, products, and services. Most wish they could do it better. How about you?

Speaker Perry Brackin will walk you through the following goals and objectives:

WHO YOU ARE AND WHY IT MATTERS TO BUSINESS

Goal: To Have a Better Understanding of Human Nature and Behavior and Management Habits That Work Effectively in Promoting Exceptional Work and Service - Relative to Human Nature and Behavior

Objectives:

- Delineate the Five Basic Needs That All People Share
- Demonstrate How Behavior Operates Relative to Meeting Needs
- Examine Specific Management Attitudes, Habits, and Methodologies That Positively Influence Employees

LEAD OTHERS AS YOU WOULD WANT TO BE LED

Goal: To Illustrate How LEAD-Management Habits are More Desirable than Boss Management Habits

Objectives:

- Provide a Checklist with LEAD-Management and Boss Management Habits to Design One's Idea Manager
- Compare and Contrast Particular Management Habits

"The SBDC at University of North Alabama is a part of the Alabama SBDC Network. Funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact Phillip Marks, UNA-SBDC, 143 Keller Hall on the UNA Campus, UNA Box 5248, Florence, AL 35632, Phone: 256-765-4668."



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YOU ARE BETTER TOGETHER THAN YOU ARE APART

Goal: To Have Managers and Employees Working Together to Achieve Exceptionalism Through Relationships

Objective:

- Focus on the Components of Building Trusting Manager and Employee Relationships

THIS ESSENTIAL INFORMATION CAN TRANSFORM EVERYTHING YOU DO

Goal: To Assist Managers in Incorporating Teaching Techniques In Order to Conduct Effective Self and Employee Evaluations

Objectives:

- Delineate the Six Teaching/Training Essentials for Effective Leadership - Employee Instruction
- Survey the WDEP Evaluation System to Facilitate Exceptional Cooperation and Work

LET GO AND LET GOOD MOTIVATION MAKE SENSE

Goal: To Understand What Motivates People and How They Are Motivated to Perform and Achieve Exceptional Work Beyond Monetary Interests

Objective

- Detail and Describe the Seven Motivation Skills That Inspire Employees Toward Exceptional Work

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