

POLC FOR EXECUTIVE LEADERS

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A SYSTEMS APPROACH TO
THE MANAGEMENT WORK
OF PLANNING,
ORGANISING, LEADING
AND CONTROLLING

BETTER MANAGEMENT LEADERS
=
BETTER RESULTS



DESCRIPTION

Louis Allen's POLC for Executive Leaders Program provides an in-depth understanding of the role of the management leader and how to adopt a systems approach to the Management Work of Planning, Organising, Leading, and Controlling. A key focus is placed on creating understanding of the critical Management Principles that forms the foundation for effective management leadership behaviours. In addition, it provides the tools to effectively manage their business' performance, and how to apply the knowledge within their respective working environments.

FORMAT

Louis Allen's POLC for Executive Leaders Program is a 3-day interactive, instructor-led, learning experience, followed by a 12-week on-the-job project assignment with coaching support and assessment.

TARGET GROUP

This program is intended for executives, senior managers and/or middle managers earmarked for executive leadership positions as well as entrepreneurs and business owners.

WHAT MAKES
THE
LOUIS ALLEN'S
METHODOLOGY
DIFFERENT?

Louis Allen's methodology outlines a validated unified concept of management that applies to all organisations, and provides a systematic statement of what management is and how it can be practiced in a professional manner.

TIMELESS MANAGEMENT LEADERSHIP PRINCIPLES & PRACTICES

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POLC FOR MANAGERS PROGRAM OUTLINE

Understanding Management Leadership

- The concept of a Management Leader
- The evolution of Management Leadership
- The importance of Management Leadership
- Self-Awareness

Management as a System

- A systems approach to management
- Input-Throughput-Output
- Needs, Results & Work
- Understanding Stakeholder Needs
- Classification of Results
- Classification of Work

Planning

- Management Work of Planning
- Forecasting
- Developing Strategies
- Developing Policies & Procedures
- Developing Objectives
- Tasking, Scheduling & Budgeting

Organising

- Management Work of Organising
- Grouping Work
- Work-Process Improvement
- Delegating
- Developing Relationships

Leading

- Management Work of Leading
- Motivating
- Communicating
- Decision-Making
- Selecting People
- Developing People

Controlling

- Management Work of Controlling
- Developing Standards
- Measuring Performance
- Evaluating Performance
- Correcting Performance

Applying the Management System

- Effective Performance Management

BENEFITS OF POLC FOR EXECUTIVE LEADERS

- Speaking a common management language by applying a systems approach to management work
- Increased self-awareness and EQ in relation to effective management leadership behaviours
- Increased understanding of all the planning, organising, leading and controlling concepts, principles, tools & tips necessary to manage their business performance
- Practical application



ELEMENTS OF LOUIS ALLEN'S MANAGEMENT LEADER GUIDE

Vocabulary – A common understanding of the terms used to ensure everyone speaks the same management language.

Concepts – The basic and universal ideas for obtaining the most effective results stated in a standardised way.

Principles – The fundamental truths that identify universal cause-and-effect relationships and can be applied in new situations in much the same way as in past situations.

Techniques – The best accepted methods of performing specified management work.

Guidelines – Tips, rules and guidelines gained from practical experience that provide guidance to management leaders.



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