

INTRODUCTION

MODULE 8

Fielding a Winning Team

The purpose of assembling a team is to accomplish bigger goals than any that would be possible for the individual working alone. The aim and purpose of a team is to perform, get results, and achieve victory in the workplace and marketplace.

Many of the most successful sports teams have been studied over the years to learn the characteristics and qualities that enable them to prevail in highly competitive leagues against determined and aggressive competition. Many of the principles practiced by the winning sports teams are directly applicable to the building of a winning business team.

The very best managers are those who have the greatest number of mental tools or concepts available to manage and motivate their people to achieve excellent results. In this program, you will learn some of the best ideas ever discovered for building winning teams.

“All work is done

by teams; the

leader’s output

is the output of

his or her team.”

WHAT YOU WILL LEARN IN THIS SESSION

“Your success depends upon the whole-hearted commitment to excellence on the part of everyone who reports to you.”

1. The keys to high performance work teams;
2. The first characteristic of a winning team;
3. The importance of training and development;
4. The keys to planning and strategy;
5. Matching the right people with the right job;
6. The importance of feedback on performance;
7. The key commitment essential to success;
8. The role of the team leader.