

# LAMP

## Leadership And Management Primer

### Program Objective

This workshop covers some of the core concepts of the world renowned Allen Management System. It also introduces the philosophy of Systems Thinking, with special focus on its application to Management and Leadership.

### Program Content Outline

This intervention is structured over 3 workshop days. The broad construct of the content is delineated below.

Intro to AMS	•Systems Thinking
Needs-Results-Work	•For the man who has no Objective, nothing is relevant
Management Leadership	•Self Development to become a better manager
Personal Accountability Charter	•Purpose driven Work
Process Improvement	•Even if you are on the right track, you get run over if you just sit there
Controlling	•What you cannot measure, you cannot improve
Five-Way Management	•My Sphere of Influence
Developing Relationships	•Managing my Ecosystem
Delegation	•The key to Empowerment
Motivation	•Leadership in action
Communication	•Poor communication is enemy #1 for most organizational issues
Business Game	•Simulated exposure to various aspects of Business & Commercial Acumen
The 'A' Factor	•Your Attitude decides your Altitude

### Workshop Deliverables

- Get an introduction to Systems Thinking in Management
- Get exposed to some of the core concepts of the Allen Management System
- Learn a practitioners approach to Management Leadership
- Get an overview of various functions and activities of the Allen Management System