

6 GENERAL MANAGEMENT CONCEPTS

1 DEVELOPING AND MANAGING STAR EMPLOYEES

Outstanding general managers think like owners.

Concentrate more resources on situations that provide the chances to gain valuable competitive edges.

"You're nothing without your team."
- Anna Wintour.

Encourage and motivate their employees to fulfillment. surround themselves with great achievers, not loyalists or cronies.

3 SHAPING THE WORK ENVIRONMENT

Outstanding general managers need to have the ability to design the move.

Before writing down your strategy and development plan, you need to evaluate your strengths and identify if there are gaps to fill or compensate for.

An outstanding general manager has to constantly question everything.

What kind of business do we want to operate? Are we entering the right fields? Do we still have viable positions in each? How should our business be reshaped?

5 NEGOTIATION AND CONFLICT MANAGEMENT SKILLS

Run the business day-to-day by managing reliable plans, identifying problems and opportunities ahead, and responding aggressively to them.

4 CRAFTING A STRATEGIC VISION

Aim to create a win-win or you won't get anything.

Have an awareness of your strategy, and that of the one in front of you, you can establish and maintain the proper dialogue for mutually beneficial outcomes.

6 SUPERVISING OPERATIONS AND IMPLEMENTATION

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