



Cross-Functional Management: Principles, Processes and Success

Achieving Results through Better Management

► Upcoming Sessions

08-12 Jul 2024	London - UK	\$5,950
02-06 Dec 2024	Dubai - UAE	\$5,950

► Training Details

Training Course Overview

Modern organizations are re-engineering their business processes from their current vertical functional structures to meet their clients' needs. Business units are learning to work with integrated service offerings and such.

Inter-organizational, client-centric programs will be the structure for many organisations now. Organization will need to promote a management style that deals with various stakeholders, on an ongoing basis, with their clients' needs in mind.

This Anderson training course puts the delegate into a path to manage cross-functional area in their workplace and to further enhance their effectiveness and efficiency in this contemporary era.

Training Course Objectives

By attending this Anderson training course, delegates will be able to:

- Understand the principles and factors linked to the success of Cross-Functional Management Principles as approached by top Japanese organisations
- Understand how Cross-functional management manages business processes across the traditional boundaries of the functional areas
- Build a better system for achieving such cross-functional goals as innovation, quality, cost, and delivery
- Goals relating to such measurable factors as profits, market share, and products
- Goals relating to overall improvements in the companies various systems and cross-functional activities

Designed For

This Anderson training course is suitable to a wide range of professionals but will greatly benefit:

- Managers who are called upon to adopt or deploy a cross-functional management structure (matrix management, process- or project-based management, network-oriented management, etc.)
- Managers who are involved in inter-organizational partnerships
- Professionals who wants to learn techniques to work with other colleagues
- Team leaders, supervisors, section heads and managers
- Professionals who have an interest in a management position
- Anyone who wants to become a leader in their work role

- ▶ Technical professionals including those in Maintenance, Engineering & Production

▶ Training Details

Day One: Cross-Functional Management

- ▶ Why Cross-functional Management?
- ▶ What Is Cross-functional Management?
- ▶ Two Components of a Policy
- ▶ Two Interwoven Goal Categories
- ▶ Cross-functional Superordinate Goals
- ▶ Strategic Cross-Functional Management

Day Two: The Cross-Functional Manager's Profile

- ▶ Essential people skills for effective Cross-Functional Management Principles
- ▶ Intrapersonal and interpersonal skills for the Cross-Functional Manager
- ▶ Personality profiling
- ▶ Your preferred behavioural style
- ▶ Explore your behavioural tendencies
- ▶ Understanding the model for Cross-Functional Management Success

Day Three: Cross-Functional Management through Developing Relationships with Others

- ▶ Understanding the personality profiles and developing relationship with cross functions
- ▶ The introverted neutral and analytical perfectionist
- ▶ The extraverted relational & decisive exhorter
- ▶ People-oriented helper
- ▶ Task-oriented implementer
- ▶ Optimizing the Cross-Functional Manager's natural strengths

Day Four: Effective Teamwork

- ▶ Defining Teams
- ▶ Establishing Team Norms
- ▶ Working as a Team
- ▶ Your Team Player Type
- ▶ Building Team Trust
- ▶ The Stages of Team Development

Day Five: Action Plans for Effective Cross-Functional Management

- ▶ Implementing Cross-Functional Team Guidelines
- ▶ Task-Oriented Tools and Group Process Techniques
- ▶ Dynamics of Cross-Functional Teams
- ▶ Individual and Organizational Implications
- ▶ Evaluating Team Performance
- ▶ Why Cross-Functional Teams May Fail
- ▶ Your Personal Action Plan

▶ The Certificate

Anderson Certificate of Completion will be provided to delegates who attend and complete the course

For more information about this course, call or email us at:

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Email: info@anderson.ae

Request for a Tailor-made training and educational experience for your organization now:

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