



Understanding and Changing Your Management Style: Assessments and Tools for Self-Development

Robert C. Benfari

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An update of the classic book that reveals the 6 keys to successful management In this new edition of his best-selling book, Robert Benfari explains that the best managers are not born that way but share a mix of characteristics that can be analyzed, understood, and most importantly changed. He identifies the six characteristics of successful managers (Psychological Type; Needs/Motivation; Use of Power; Conflict Style; Our Basic Values; and Our Reaction to Stress) and uses these building blocks to show how anyone can use personality-specific strategies for resolving conflicts, solving problems, managing stress, handling difficult situations at work, and positively influencing others.

- Includes a proven pathway for becoming an effective manager
- Contains new information on management style and leadership, human nature and neuroscience, and the dark side of management
- Includes a self-assessment for each of the six building blocks to successful management

This research-based book offers the tools leaders need to improve their management style and succeed in the workplace.

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