COURSE DESCRIPTION

General Manager Program

Overview

With a history of developing successful leaders for over two decades, the UNSW AGSM General Manager Program is a unique experience that will challenge you to become a stronger leader, extend beyond your current expertise, and build strategic leadership capabilities to drive organisational performance.

By the end of the course you will be able to:

Working with a group of high-calibre general managers from across a diverse range of industries, you will develop the perspectives, mindsets, capabilities and frameworks to:

- Lead, think and act strategically
- Create and sustain a performance culture
- Build and invest in teams and organisational resources
- Communicate with presence, impact and influence to increase trust and engage stakeholders
- Engage and lead others through change more effectively
- Navigate and leverage power dynamics
- Use informal networking techniques to build relationships and increase engagement
- Identify, dissect and solve complex business challenges
- Innovate in processes, platforms and culture
- Use the power of data to anticipate rather than follow
- Make more informed, confident investment decisions
- Understand, measure and assess systemic risk
- Manage mental and physical wellbeing to combat stress and burnout

Course Structure

Lead strategically The ability to think and act strategically is the hallmark of a successful general manager. Facing uncertainty and ambiguity, managing competing priorities and navigating complexity requires the discipline to allocate resources effectively, challenge the status quo and make decisions rapidly.

You'll build a decision-making toolkit, understand and address the challenges of strategic leadership and learn to apply these principles in pressure situations.
Create a performance culture  Workplace culture is a significant driver of business outcomes. You'll learn how to assess the status quo and create a stronger culture, leveraging the drivers of cultural transformation.

Communicate with presence and impact  Great leadership is defined by the ability to adapt physical presence and communication style to the situation. You'll learn how to build trust, enhance your leadership presence and communicate with authenticity to increase and sustain team engagement.

Lead through change  Leadership is integral to the success of your business. You'll learn how to engage hearts and minds, connect with the values of others, and apply the principles of persuasion to strength your transformation programs and sustain team performance.

Navigate power and politics  Understanding and leveraging power dynamics is an important leadership skillset. You'll learn how to navigate power and politics strategically, use informal networking techniques to build relationships and manage stakeholders with confidence.

Understand finance and risk  As a leader, you are called upon to make financial decisions on a daily basis. You'll build your analytical and critical thinking skills to assess risk and make stronger, more informed investment decisions.

Maintain wellbeing  Managing your stress levels is critical to sustainable leadership. You'll develop an understanding of core wellbeing principles and apply mental and physical techniques to combat burnout.

Have training delivered In-House

Find out more about getting this course delivered in-house for your team, tailored to your business requirements and at a location to suit you. 40 hours of formal learning

Contact details

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