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**PHOENIX TS**

# Management by Objective

**Due to Covid-19 safety restrictions** PhoenixTS will temporarily be unable to provide food to our students who attend class at our Training Center; however, our Break Areas are **currently open** where students will find a constant supply of Coffee, Tea and Water. Students may bring their own lunch and snacks to eat in our breakrooms or at their seat in the classroom or eat out at one of the many nearby restaurants.

## Course Overview

This one day training course provides a clear and simple explanation of management by objectives. Participants will learn to manage themselves and their coworkers in a way that will help everyone maintain an enthusiastic outlook and motivate them while producing excellent business results.

## Schedule

DATE	LOCATION	
<b>6/10/22 - 6/10/22 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>6/17/22 - 6/17/22 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>6/17/22 - 6/17/22 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>9/02/22 - 9/02/22 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>9/09/22 - 9/09/22 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>9/09/22 - 9/09/22 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>



DATE	LOCATION	
<b>12/12/22 - 12/12/22 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>12/19/22 - 12/19/22 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>12/19/22 - 12/19/22 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>2/03/23 - 2/03/23 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>2/10/23 - 2/10/23 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>2/10/23 - 2/10/23 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>4/07/23 - 4/07/23 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>4/14/23 - 4/14/23 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>4/14/23 - 4/14/23 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>6/02/23 - 6/02/23 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>6/09/23 - 6/09/23 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>6/09/23 - 6/09/23 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>8/04/23 - 8/04/23 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>8/11/23 - 8/11/23 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>8/11/23 - 8/11/23 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>



DATE	LOCATION	
<b>10/06/23 - 10/06/23 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>10/13/23 - 10/13/23 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>10/13/23 - 10/13/23 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>12/01/23 - 12/01/23 (1 days)</b> 8:30AM - 4:30PM	<b>Tysons Corner, VA</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>12/08/23 - 12/08/23 (1 days)</b> 8:30AM - 4:30PM	<b>Live Online</b> <a href="#">Open</a>	<a href="#">Contact Us</a>
<b>12/08/23 - 12/08/23 (1 days)</b> 8:30AM - 4:30PM	<b>Columbia, MD</b> <a href="#">Open</a>	<a href="#">Contact Us</a>

## Course Objectives

At the conclusion of this course, participants will be able to do the following:

- Understand the management by objective method
- Define management by objective
- Explain each step of the management by objective method
- Apply the method to their own company
- Recognize the advantages and disadvantages of this method

## Duration

**1 Day**

## Course Outline

### Module 1: The Basics

- What is Management by Objectives?
- When to Apply It
- Three Key Points



## Module 2: Pros and Cons

## Module 3: Making MBO as Effective as Possible

- Training
- Convince the Higher-Ups
- Replace, Don't Add
- Modify
- Work on Yourself

## Module 4: Further Details

- About Objectives
- Individual Reviews
- Rewarding Performance

## Module 5: MBO System in a Small Business

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Starting at **\$795**

**ATTENTION**

For GSA pricing or Contractor quotes call  
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**GSA**



**Price Match Guarantee**

We'll match any competitor's price quote. Call us at 240-667-7757.