

Overcoming The “Peter Principle”: Training Your Managers and Avoiding Risk

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Setting The Table



What Makes A Good Manager?



What Makes A Good Manager?

- **Your Perspective?**



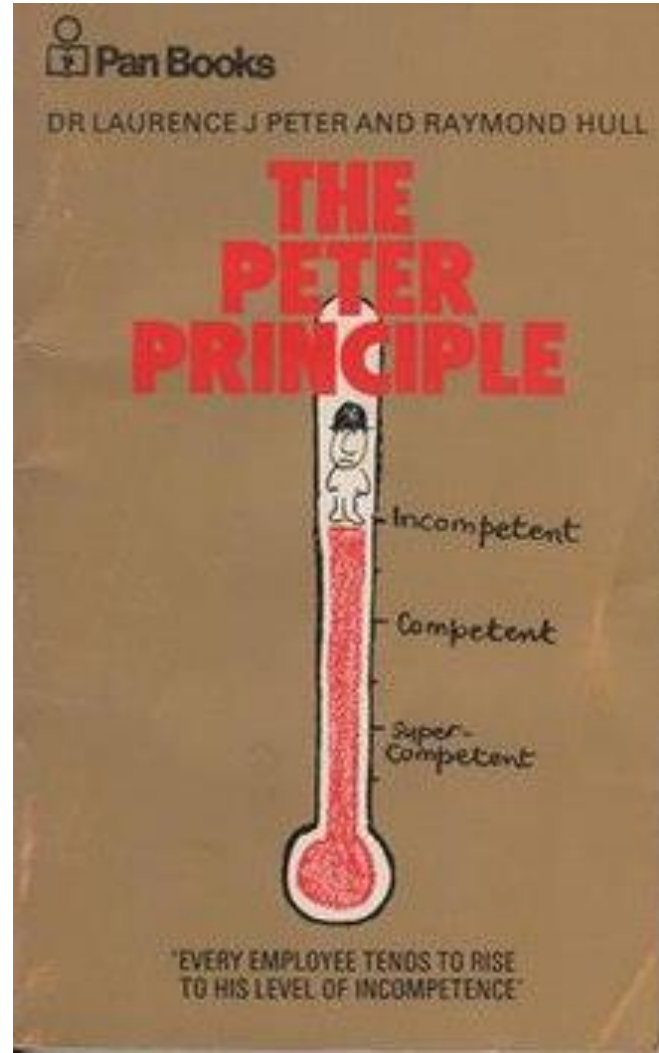
How Do We Promote?

- **Your Perspective?**



The “Peter Principle”

What Is The “Peter Principle”?



Great Sales Rep = Great Manager?



“Title Change Only . . .”



Best Practices:

Manager- Focused Training



Top 5 Manager-Focused Training

1. Discrimination, Harassment, Retaliation Issues

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- 2. Leave/Medical Condition Issues**

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2. Leave/Medical Condition Issues
- 3. Wage/Hour and Timekeeping Issues**

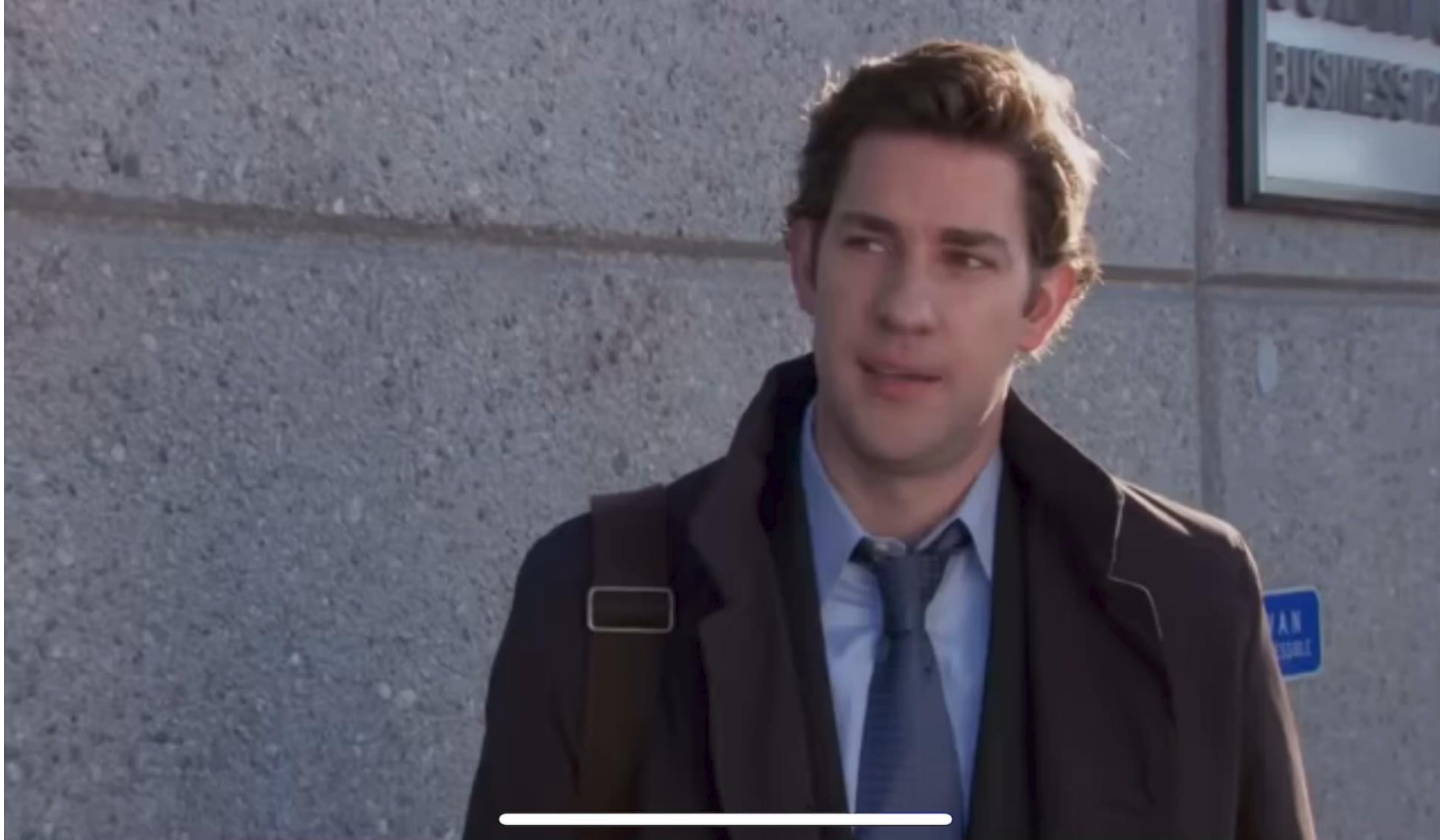
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1. Discrimination, Harassment, Retaliation Issues
2. Leave/Medical Condition Issues
3. Wage/Hour and Timekeeping Issues
- 4. Union Avoidance Issues**

Top 5 Manager-Focused Training

1. Discrimination, Harassment, Retaliation Issues
2. Leave/Medical Condition Issues
3. Wage/Hour and Timekeeping Issues
4. Union Avoidance Issues
- 5. Employee Performance Management Issues**

Your Desired New (Acting) Manager?



*Thank
you!*