



# Mike-Ro-Chip

Advanced Management Performance



The Management role is one of the most **demanding and complex** roles in the collision industry today. This course will cover not only **human behaviours but management theories** including Team Building, Maslow, SWOT, TOWS, Pestle, Lean Thinking and much more.



So called **Mike-Ro-Chip** because it is a condensed learning of Mike Monaghan's 45-year teaching and experience. The course is delivered in bite size sessions of 1 hour and over 12 sessions, combining all the elements of Mindset Performance to **develop individual capabilities** with in-depth analysis of how the mind works and why knowing it with regards to self and managing others is critical.



This course looks at **attitudes, behaviours, conditioning working environment, beliefs etc.**, in order to help bodyshop managers and owners create a more efficient and motivated workforce that they don't have to micro-manage. Over a course of just 12 weeks, delegates will learn the science, psychology, chemistry and conditioning behind human behaviour and also be **armed with modern day, powerful management skills** necessary to become the superheroes at the forefront of a more enlightened industry. There is an option to add a further 4 weeks of 1-2-1 coaching for those delegates who need further support or the owners would like additional levels of development.



## Who should attend?

**Bodyshop owners**

**Managers**

**Junior managers**

**Supervisors**

**Future managers**

**HR Managers**



## Course content

**How the mind works and why** - knowing it with regards to the self and managing others is critical. It looks at attitudes, behaviours, conditioning, working environment, beliefs etc.

**Time Management** - this is the most powerful illustration of how time and efficiency are lost within a business and how to learn to control time and manage the outputs of performance.

**Team Building** - using key techniques of building purpose driven thinking.

**Understanding of Lean Thinking** - this covers all aspects of both the site and the business with regards to lean thinking including Kaizen & 5S.

**Vision, Values, Mission & Purpose** - this helps the delegate understand how to use them when driving business and people performance.

**Management Styles & Techniques** - this area covers how to use all the 6 differing methods and techniques required in management.

**Maslow** - the course covers the Maslow principles and theories of people engagement within a business.

**Project Planning & Controls** - these aspects show delegates how to use all known principles and techniques of project planning and management.

**Balanced Scorecard Methods** - this area shows delegates how to use effective applications of cause and effect in a business by using scorecard methods and measures.

**SWOT** - how to use and apply SWOT analysis techniques within any business.





## Course content continued

**TOWS Analysis** - linking TOWS with SWOT allows delegates to know how to control speed and direction of resource and time within the business.

**Pestle Analysis** - this enables delegates to assess and observe any factors of influence which could affect the business planning both operational and strategic.

**Servant Leadership** - this shows how delegates can use servant leadership principles in driving human performance via leadership techniques.

**Advanced Development Thinking Models** - this shows delegates how to use advanced thinking techniques used by elite sport and business gurus.

**Scenario Planning** - this provides delegates with the tools, methods and techniques for presenting a business case for change to directors.

**Emotional Intelligence** - this shows delegates how to assess and use emotional intelligence in developing human performance.

**People Development Strategies** - this part of the course shows delegates how to manage a workforce of mixed ages and abilities to optimise the performance and succession planning aspects.

**DISC Analysis** - this gives delegates an insight into how advanced techniques in people assessment and interviewing techniques can ensure a higher level of engagement and recruitment success.

**Golden Circles** - this follows the Simon Sinek methods of driving powerful feelings through the power of WHY.

**Comfort Zone Transition** - this aspect shows delegates how to support, encourage and develop plans for shifting people to higher levels of performance by moving the comfort zone thinking restrictions.





## Delivery

Remote sessions via Zoom

**12 sessions of 1 hour**  
**Additional 4 sessions of 1 hour to reflect and go over past sessions**

Benefits:

**Remote live video conference sessions offer  
a deeper level of learning and retention**





## About Mike

Mike Monaghan's business career spans over 46 years in the collision industry and over 25 years in business. In 2009 Mike completed the sale of his successful Automotive Company Motor Vehicle Repairers Association (MVRA) to a FTSE 100 company. Since 2009, Mike has been engaged in several consulting and non-executive director roles in the UK and Internationally for large and small organisations in both corporate and SME sectors.

In 2015/16, Mike realised the high performance mindset development being delivered to blue chip companies and sporting elite was the missing jigsaw piece in the bodyshop environment. Mike began to modify the world class motivational teachings and tailor it to the bodyshop industry and launched Auto-Motivate.

Mike would describe himself as a natural giver and a person who likes to help others and thrives on seeing them, and their businesses reach even greater levels of success.



If you would like to find out more or to  
book a course please contact us on:

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