

# The Manchester Global Part-time MBA

Core Course: **Developing Managerial and Career Success**

MANCHESTER  
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The University of Manchester  
Alliance Manchester Business School

**This module focuses on the essential principle that to manage others effectively, you must first learn to manage yourself. It provides a comprehensive framework to define, develop, and maintain both managerial and career success.**

The course begins by assessing what managerial and career successes mean and identifying the key factors that shape them. It then examines your ability to exercise self-control and self-regulation over your thoughts, emotions, and behaviours, helping you to navigate complex professional challenges.

Key topics include building a positive reputation, using influence strategies effectively, and fostering strong working relationships. The module also delves into career development, offering insights into various career paths and strategies for resilience and adaptability. Specific issues, such as the role of gender and how to plan for global career paths, are also explored.

## How you'll benefit



**Self-Management Skills:** Gain tools to regulate your thoughts, emotions, and behaviours for effective leadership.



**Strategic Career Planning:** Learn strategies for global career success, resilience, and adaptability.



**Relationship Building:** Develop strong professional relationships and a positive reputation in your industry.



**Influence and Impact:** Master influence strategies to achieve professional goals.



**Informed Career Decisions:** Gain insights into diverse career paths and address critical issues such as gender and cross-cultural adaptability.

This module empowers you with the skills and strategies to succeed as a manager and navigate a dynamic global career landscape.

## Delivery method

This course is delivered through a 3-day virtual workshop and online learning.



### Robin Martin

Robin Martin has been a Professor of Organisational Psychology at Alliance Manchester Business School since 2014. He has published over 125 papers in books and scientific journals and has been a keynote speaker at many international events. He is passionate about translating theory and research in organisational behaviour into practical solutions for managers.



### Sara Willis

Sara Willis is Professor in Organisational Psychology. Her research has been published in leading academic journals and has a strong focus on bridging the gap between academic theory and real-world organisational challenges. In her teaching, she is passionate about using psychological science to help managers solve practical problems.

**Have any further questions about the Global Part-time MBA?**

*This document provides an example of the course content and faculty members who will be teaching this MBA course; however, details are subject to change.*



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