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The Psychological Manager

Peter Storr



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Whilst most managers are adept at doing the day job, they often get little training or support in managing people. The focus of this book is the attitude - seeing managing people as an important part of the job - and the skills - having structured and meaningful performance and development related conversations with staff. Psychology has a lot to say about people management, and a basic knowledge of the relevant theories can help managers become a Psychological Manager - one who uses that knowledge, attitude and orientation to have better conversations with their staff and ultimately enable their teams to be more productive. Theory is nothing without application, and this book covers the major areas of performance and development conversations; goal setting, feedback, coaching and building teams in a clearly written and accessible format. Written by a psychologist for non-psychologists, this book will give managers both the skills and confidence to have more effective management conversations.

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