

2020's Top 10 Templates & Checklists for Managers

Team FME



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Welcome



I'd like to personally thank you for subscribing to the FME Newsletter that gives you regular updates on the new management material available FREE from our website and the special offers we find for you.

Our free eBooks, Templates and Checklists have been written and designed so that you get sound practical advice on how to approach the most common management tasks you will face in your career.

They are organized into key skills sets such as finance, productivity, strategy, leadership, communications, coaching, career and project management.

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Helen Bristoll

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Introduction

The role of a manager has become more complex and the breadth of skills an individual must have to succeed has expanded considerably. You can no longer just be a subject expert you must have a working knowledge of key management skills.



Knowledge in the form of market intelligence is the life-blood of organizations and managers are constantly asked to supply such data to aid in the analysis of the internal capabilities of an organization. Managers must have excellent written and verbal [communications](#) so they can express themselves competently when discussing:

- [Financial](#) principles and statements
- [Strategy](#) and planning
- [Project Management](#)
- [Leadership](#) and [productivity](#)
- [Sales](#) and [marketing](#)

Being able to express your decisions and requirements in the language of each discipline above has become a basic requirement of any manager.

Our FREE management resources will help you acquire the level of such skills needed to perform your role effectively.

Whether you need the detail of an eBook, the guidance of a checklist or template to help you perform and manage a specific task www.free-management-ebooks.com website has a free resource you can download onto your PC, Mac, laptop, tablet, Kindle eBook reader, iPhone or Smartphone.

Top 10 Management Templates

The following ten templates are the most popular downloads requested on our website and each one will help you to perform your role more efficiently.

Workload Negotiation

Prioritize Tasks

Prioritize Personal Goals

Successful Delegation

Team Leadership

Performance Improvement

Questioning Technique

Meeting Minutes template

Communication Style

Written Communications

You no longer have to create your own template or wonder if you've thought of everything you need to do to perform a task the knowledge you need is at your fingertips.

1. [Workload Negotiation](#)
2. [Prioritize Personal Goals](#)
3. [Written Communications](#)
4. [Prioritize Tasks](#)
5. [Successful Delegation](#)
6. [Team Leadership](#)
7. [Performance Improvement](#)
8. [Questioning Technique](#)
9. [Meeting Minutes template](#)
10. [Communication Style](#)

Before each template there is a description of how it will aid your performance and some background information to clarify its purpose if you are using it for the first time.

Workload Negotiation Template

This [Workload Negotiation](#) template will help you to present an evidenced argument to your manager as to why your workload should be adjusted.

Anyone who has worked for a boss in any capacity has been in this situation before. You want to do a good job and take on every task that is assigned to you – but at some point it just becomes too much. So how do you tell your boss that you can't take anymore without coming across as a whiner or a bad employee?



It is a delicate situation to be sure. If you speak up, you risk looking bad in the eyes of your boss. If you don't say anything, your performance may suffer while trying to get all of the work done and this could reflect poorly on you with your boss for a different reason. When handled properly, your boss will respect you for speaking up and understand your side of the situation.

Use the following three tips to make sure you approach this situation correctly the next time it comes up.

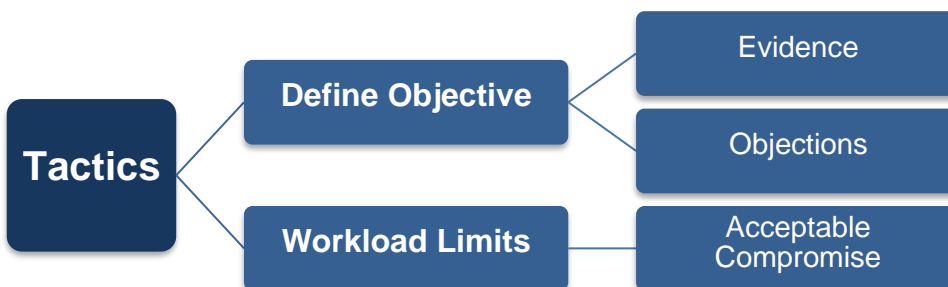
1. Catch the Problem Early

By far the most important part of this situation is saying something before it becomes too late. For example, if you have multiple projects assigned to you and wait until they are due to tell your boss you are overworked, that is not likely to be met with a good response. You need to speak up right away at the first sign of overload.

In fact, it is a good idea to plant the seed with your boss before you truly feel you have been given too much work. When you are assigned an extra project, it can be helpful to say something like

“I can take this one on, but won’t have much more time for anything else.”

This way, you are accepting the assignment, yet also pointing out that your time is being stretched thin. Hopefully, your boss will remember the comment and look to someone else the next time an additional task needs completing.



2. Have Your Facts in Place

Simply walking into your bosses’ office and saying you are overworked won’t be a good strategy. If he or she has assigned you all of the work, they obviously think that you can handle it.

Before confronting them with this problem, take some time to organize your case. Detail how long each part of your job takes to complete, and show them that there are simply not enough hours in the day. Hard facts are difficult to argue against, so building a logical case is a great way to demonstrate your oversized workload.

3. Team Up with a Co-Worker

You are probably not the only employee in the office that feels overworked by what your boss has assigned to you. The complaint will carry more weight if two or more of you have a meeting and air your concerns as a collective unit.

The important point in this case is that you are all united in the complaint, and won't be arguing amongst yourselves during the meeting. Your boss needs a workforce that is motivated and satisfied, so a group of employees that all feel overworked is something that will surely draw attention. Frame the meeting in a positive light that is concerned with the overall good of the company. Keeping it upbeat will help prevent the finger pointing and arguing that can sometimes result in this scenario.

Before you speak with your boss about being overworked, make sure that you really are. Ask yourself:

- Am I focused 100% of the time?
- Do I use & allocate my time wisely between tasks?
- Do I use the resources available to me effectively?

If you are confident that your performance is spot on and you truly have too much to do, think about the three tips above and speak with your boss confidently about this situation.

Click on the template name to download your own copy of [Workload Negotiation](#).

Prioritizing Personal Goals Template

The [Prioritizing Personal Goals](#) template allows you to define your own aspirations and helps you identify any inter-dependencies between them.

All successful individuals always have a detailed set of personal goals they are striving to achieve, so help set your career on the right path by defining your own goals. Without goals in place, you are more likely to simply wander through your professional life with no true sense of direction.



Taking the time to establish your goals will help you in every aspect of your life but especially your career. It will be easier to stay the course in tough times and coming out on the other side exactly as you had hoped. Most people have several different aspirations, some may be linked others conflict. Some examples could be:

- Career – become a director by 35 years old.
- Academic – attain an MBA.
- Personal – become fit or lose weight.
- Relationship – find a partner or start a family.
- Leisure – visit Australia or go on a cruise.
- Financial – pay off car loan or mortgage.

It is unrealistic to expect to be able to achieve all of these simultaneously, so it is fundamental to decide which aspirations are the main priorities.

One of the bigger hurdles involved with setting goals is deciding which ones are most important and deserve your top priority, and which can be put on the back burner for the time being. Having an exact order, or ranking, of your personal goals is almost as important as creating the goals in the first place.



While this might seem like a difficult task at first, you will be surprised at how easy it is once you spend some time thinking about it. Following are three simple steps to help you successfully rank your personal goals.

Step One: Identify the Most-Important Professional Goal

This actually should be a very quick and easy process. Once you have made a list of all the goals that you have for your professional life, review the list and choose the one that is your ultimate goal. It might be achieving a specific position within your organization, landing a position in a different organization that you dream of working for, or even reaching a certain salary plateau. Whatever that one ‘big’ goal is, you will probably be able to point it out pretty quickly.

This goal should land at the top of your priority list and guide everything you do when making career decisions. In order to stay on path over a long period of time, you have to know what direction you are heading – so place

this goal at the center of your sights and keep it there until it has become a reality.

Step Two: Separate Short and Long-Term Goals

On your list of professional goals, you likely have some that relate to the next few months on the job, while others relate to several years down the road. Make two columns and separate out the goals by which ones are less than one year in scope, and which ones are longer than a year. If you aren't exactly sure how long some of them will take, just make your best guess and pick a category.

The purpose that this step serves is to make sure that you have enough of both short and long-term goals. A goal list with only long-term goals is easy to forget about because you won't be accomplishing any of them in the near future so you will simply forget to use the list at all and it will fade off into the past. Likewise, a list with only short-term goals lacks the foresight to get you where you want to go. You might be able to check off some short-term accomplishments but you may become frustrated at the lack of a clear plan to long term accomplishment.

Step Three: Short Term Gets Priority

Generally speaking, you want to put more priority on your short term goals because those are the ones you are working to achieve on a daily basis. You should have a more long-term goal at the very top of your list then several short-term goals following in the ranking. This structure will help you to stay focused and work on checking as many of them off as you can. Later down the ranking, you can add back in more of your long-term goals so they remain present.

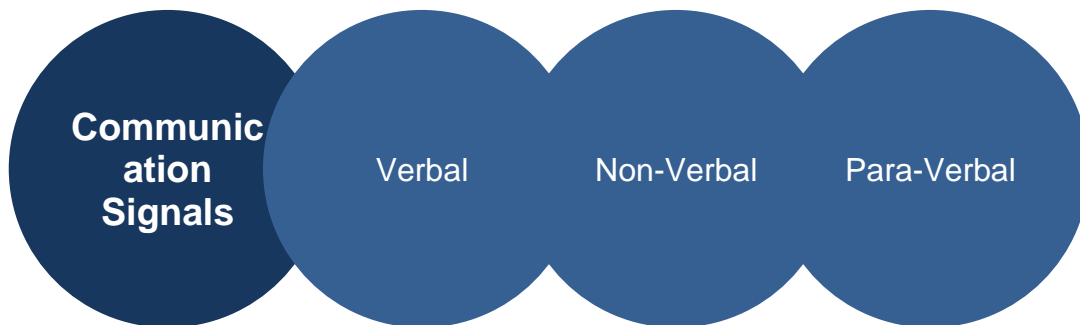
If you can get into the habit of reviewing this ranking once a month, you will be able to consistently update the ranking so that it reflects your present thinking. Don't be afraid to make changes to your priorities, or even your overall goals, as time passes. Things change fast in the professional world, and your career goals should adapt to remain realistic and attainable.

Simply ranking the goals that you have for your professional career can have a profound impact on the success that you achieve as the years go by. Be accountable to your goals and work hard to see them through – you will be rewarded in the end by seeing the fruits of your labor pay off with the accomplishments that you have been dreaming of.

Click on the template name to download your own copy of [Prioritizing Personal Goals](#).

Written Communication Checklist

This [Written Communication](#) checklist will help you to produce written communications that have clarity, are easily understood and ensure your success whether you need to inform, educate or persuade your recipients. Written communication has two main aspects that of the layout and the words used. Both of these areas need to be appropriate for the situation and audience your document or message is aimed at.



The effectiveness of your team depends on the quality of your team and your ability to explain and get across complex ideas, messages, and instructions is paramount. You should not underestimate the impact of the spoken or written word. How you phrase your message and the actual words used can totally alter the meaning of your message.

The importance of your words increases tenfold when you are communicating in writing. This is because your reader or audience only has the words in front of them to ascertain your meaning and the required action. Making sure your para-verbal signals such as punctuation, grammar, spelling, and the structure of your sentences are correct is essential in written communication.



Your para-verbal abilities *must* reflect your level of authority. Poorly spelt or phrased sentences can be as detrimental to the communication of your message as shouting or excessive use of jargon. Make sure to use of these different elements such as bullets, capitalization, bold, etc. in the layout of your document for emphasis of key points. Presenting your argument in a logical manner is also a significant factor in communicating well in writing.

In the majority of cases you will want to use positive language, telling people what you want or can be done, rather than what you don't want or cannot be done. Remember when selecting your words to make sure that your choice portrays the level of authority and respect your communication requires. It is essential that your words convey the same meaning to all your audience regardless of their level of knowledge.

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Layout

- Must be clear
- Information easily identified
- Appropriate length

- Objective clearly shown
- Actions required with associated responsibilities plainly displayed
- Deadlines openly shown
- Version easily identified
- Additional or supporting information easily identified e.g. attachments, podcasts, appendices etc.

Words

- Appropriate for whole audience
- Easily understood
- Jargon free
- Spelt correctly
- Correct grammatical use
- Clarity of meaning
- Proper labelling of diagrams and images
- Evidenced arguments
- Clear references

Common Sections

- Circulation & Version
- Title
- Communication Objective
- Information and data – main body of communication
- Actions, responsibilities and deadlines

Before sending any Written Communication <i>always</i>		
Have @ least 1 Draft	Proof read message	Check Spelling & Grammar

Before sending any written communication whether via email or hardcopy it is essential to perform three actions:

- Write at least ONE draft

- Proof read your message
- Final check of spelling and grammar

(Proof reading means checking your written words are spelt correctly, read as you wanted and convey the meaning you intended. It is not a simple scanning of your message.)

Click on the template name to download your own copy of [Written Communication](#).

Prioritizing Tasks Template

The [Prioritizing Tasks](#) template provides you with a quick and easy way to prioritize each of your outstanding tasks according to their relative urgency and importance.

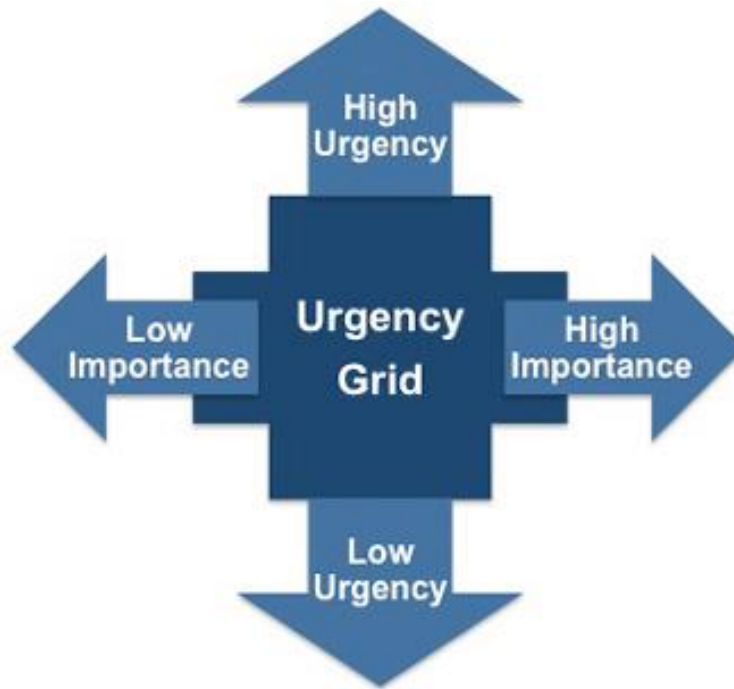
One of the most critical aspects of ensuring your work productively is that of managing the expectations of those you interact with. This covers a wide group of people – your manager, your team, suppliers, customers, agencies and other managers within your organization.

Essential Behaviors			
Set Your Goals	Limit Interruptions	Don't Procrastinate	Delegate Tasks

You know what goals you have to achieve and you know the best way to do this. So you need to communicate clearly and concisely with others involved in this process so that everyone understands what their role is, what they need to contribution is so that no-one is in any doubt of what the end result will be.

By focusing your attention and energy into setting clear expectations and maintaining clear communications throughout the process you will be able to be productive. When you manage someone's expectations you reduce the burden such people can imposed by interrupting you or causing your to procrastinate over how best to complete your assigned task.

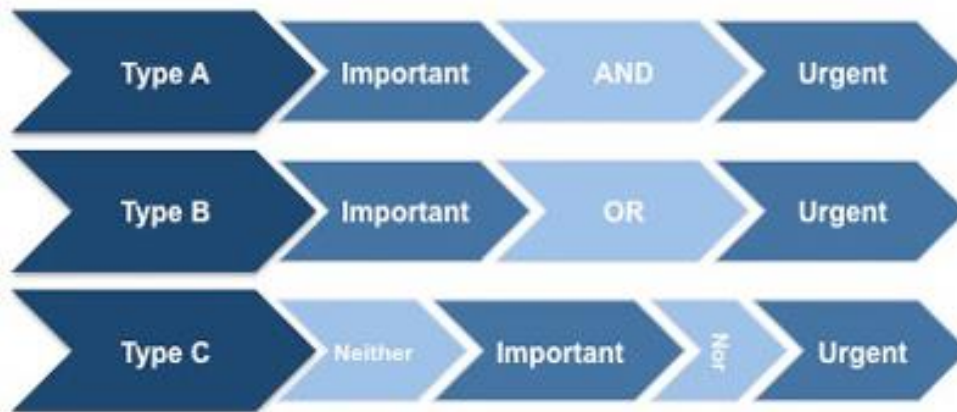
The Urgency/Importance Grid is one of those simple time management tools that require nothing more than a pencil and a piece of paper. Simply draw and label a grid like the one shown below. Then prioritize each of your outstanding tasks on it according to its relative urgency and importance.



Obviously this is not an exact science and represents a subjective judgment on your part. However, the resulting completed grid can be a significant aid to helping you prioritize tasks and avoid the common pitfall of confusing urgency with importance.

Whilst many factors can change to make any one of your activities more or less important, time is not one of them. An unimportant job remains unimportant, even if the deadline for delivery is in an hour's time. As you receive new tasks, you will revisit your grid, adding in the new task appropriately. This may mean that the urgency or importance of another task may be altered as a result of the new task.

Another method often used that requires less detailed an analysis of the individual tasks is the ABC Analysis technique. When scheduling a task you must decide which of the three categories it falls into. This simple method does not consider tasks them in relation to each other.



The guidelines of this method are:

- Aim to complete a few 'Type A' tasks each day.
- 'Type B' tasks should represent the majority of your day-to-day.
- Low-priority 'Type C' tasks should be fitted into your schedule, as time allows.

This method of prioritizing your tasks will result in final category *Tasks to Discard* and these tasks should be removed from your workload. It is good practice to address different types of task at various times of the day rather than working through all the A-tasks, followed by the B-tasks, then the C-tasks. This will enable you to have periods of the day when you are concentrating intensely, followed by periods where you can address less-demanding tasks.

Nearly everybody is subject to performance fluctuations throughout the working day. At certain times you will feel particularly energetic and alert, whilst at others you feel tired. If you can tune in to your own daily cycles then you will be able to plan the optimum times at which to tackle the different types of task.

Click on the template name to download your own copy of [Prioritizing Tasks](#).

Successful Delegation Checklist

The [Successful Delegation](#) checklist outlines the correct process you should follow when delegating a task and reminds you of the three key principles of effective delegation.



One of the most important management skills you can master is learning how to delegate. As a specific skill, delegation is one that becomes increasingly more important as you progress through levels of management and will greatly increase your own productivity. There is no other skill that will increase your productivity to the same degree as being able to delegate successfully.

As a manager, you need to allocate as much time as possible to aiding the development of your business or service. This requires focusing a significant amount of your time on planning for the short-term and long-term needs of your organization; a strategy that in theory sounds good, but will undoubtedly in practice be replaced by any free time being overtaken with everyday operational tasks and problems.

Thus, if you can successfully reduce the amount of time you spend performing the latter through delegation the more time you will have to dedicate to the growth and planning of your organization. By delegating the

disruptive operational tasks to someone else who is equally capable of performing this role your productivity will increase.



Indeed, a key aspect of delegating efficiently is to ensure that whilst your time is organized more effectively, tasks must be allocated to suitable people to minimize risks, and to ensure the optimum outcome. By following three principles you will create opportunities to develop your team members increasing their morale and motivation.

Principle of delegation by results expected

The degree of authority delegated to an individual manager should be adequate to assure their ability to accomplish the results expected of them. Without this level of authority, they will be unable to complete the task, as others they need to interact with will hinder their progress due to lack of 'real' authority. It is essential that as part of the delegation process, you communicate this devolved authority to all necessary parties.

Principle of absoluteness of responsibility

It is vital that delegation is not used as way of avoiding or abdicating ultimate responsibility and ownership of tasks. Responsibility for the activities of subordinates, who have been assigned duties, remains at all times with whoever originally delegated the task.

Principle of parity of authority and responsibility

The degree of authority that is delegated in conjunction with the task has to be consistent with the level of responsibility and role of the subordinate.

As an initial step it is best to delegate:

- 1) Routine tasks.
- 2) Planned tasks.
- 3) Tasks that a team member has expressed an interest in performing.

For all of these, you should ensure that you have sufficient time within your workload to brief and explain exactly what is required. You must be mindful not to always delegate unpleasant tasks as this will not develop or motivate your staff.



It is also important to understand when you should not delegate. You should resist temptation to pass on tasks that have been delegated to you, as it is crucial to be able to control issues that arise and ensure they are resolved between you and the task owner.

Delegation should also not be used as a strategy to handle last-minute tasks. The nature of such a task does not provide sufficient time for you to control the risks involved or to provide a sound brief.

Click on the checklist name to download your own copy of [Successful Delegation](#).

Team Leadership Checklist

This [Team Leadership](#) checklist reminds you of the behaviors and attitudes that you need to display in order to be a successful leader. Leadership can be described as ‘a process of social influence in which one person can enlist the aid and support of others in the accomplishment of a common task’.

There are many different theories about leadership styles, which have in turn produced different leadership models. The most important aspect of being a leader is deciding how much freedom to give your team. Too much, and they may not achieve their targets. Too little, and you will restrict their personal development and job satisfaction.



There is no easy answer to this problem and the best course of action is to consider each case on its merits with a clear appreciation of the risks involved of giving too much autonomy.

There are four practical leadership styles are:

- [Transactional Leadership](#)
- [Transformational Leadership](#)
- [Situational Leadership](#)
- [The Leadership Continuum](#)

You can learn about these in our '[Team Leadership](#)' eBook which you can download free from this website or by clicking the title.

The fact that there are such a variety of possible types of team makes it impractical to generalize too much when discussing leadership styles. The diagram below shows three key facets that will play a significant role in defining your leadership style.



No matter which leadership style you prefer or the type of team you are leading there are four key behaviors that you must demonstrate in order to be seen as a credible leader – someone that people choose to follow.

1. Define success criteria
2. Lead by example
3. Value all contributions
4. Reward success

This checklist is something that you can use to help analyze your own behavior in these four key areas. Each behavior has two or three key facets associated with it. Spend a few minutes considering each area in turn and

noting instances where you have (or maybe haven't) displayed the appropriate behaviors.

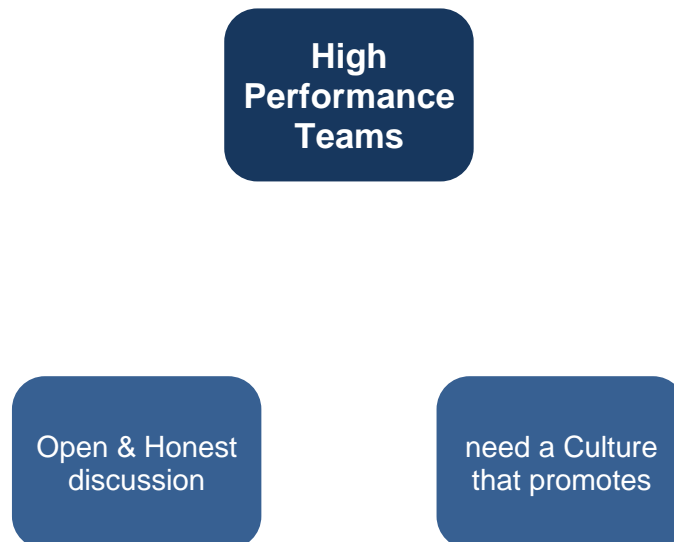
This exercise is designed to be confidential and you should be completely honest with yourself when considering each behavior. It is very easy to neglect to do some of the simple things that can make a big difference to how your leadership is perceived by your team.

Click on the checklist name to download your own copy of [Team Leadership](#).

Performance Improvement Checklist

This [Performance Improvement](#) checklist will help guide you through the steps you need to take to address any underperformance from your team. The most successful managers are those who can get the best out of their team. This goes for any business.

Whether you are a sports coach, a sales team leader, a department manager, or any type of front-of-line management, it is important to understand how to get the best possible performance out of your team. This is what separates successful managers from those who stay stuck at the first level.



Managers who get results almost always move forward... while managers who do not end up either spending the rest of their days at the same old position, or eventually losing their position due to the poor performance of their team.

Both of these questions are important, but there are a lot of angles to cover. Unfortunately, there are no 'easy' answers or formulas for such questions, though there are some absolutes that tend to play a big role in how effective your team is.

What Makes One Team Perform Better Than Another?

There are a lot of answers to this question, and a lot of factors to take into account when leading/managing a team. You need to think about a number of different things, and coordinate a lot of loose ends correctly in order to minimize waste and maximize efficiency. Your team needs to be properly motivated and inspired, but this is best done when you hire the right people.

[Building a successful team](#) generally starts with hiring the right people for the job. You need motivated, self-starting team members who are passionate about what they are doing. If they do not have a passion for the company, then you can help by motivating them and giving them a reason to work hard, which can be accomplished if you make them BELIEVE in what they are doing.



If they believe that they are doing something worthwhile, then they will be much more likely to put their heart and soul into their job... which is exactly what you need in order to have a team that actually gets results.

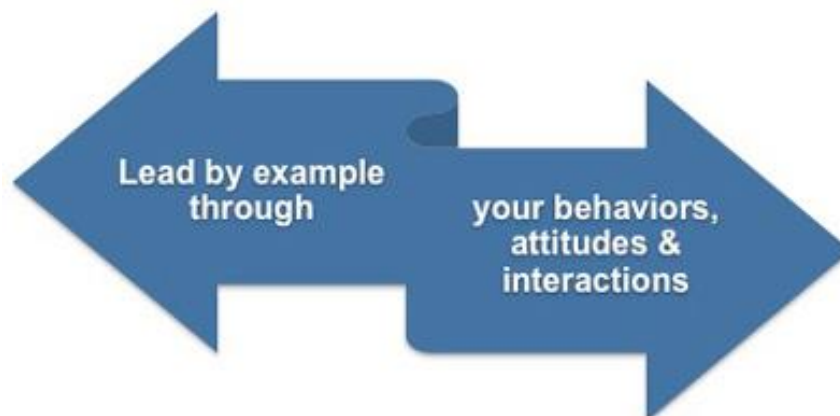
Your team also needs to be properly managed. They need the right resources, they need to have the freedom necessary to use their creativity, and they need to be placed correctly within the team so that their skills and abilities are utilized to their fullest potential. They also need to be treated fairly, and need to know that they are working towards something. If they have a goal in mind and know that there will be rewards for meeting that

goal, then they will be MUCH more likely to be motivated to do their very best.

Where Do Values Come Into Play?

Creating a team that possesses character is very essential to success. But where does this translate into better results for you as a manager? Well, if you put together a team that cares about the greater good of the company that they are working for, then they will be more likely to excel at whatever they put effort into. Whatever they are doing, they will be more likely to do it better if they, in the end, CARE about the company and whether or not it moves in a positive direction.

Values and character are two things that are more difficult to instill within employees, which is why it is SO important that managers make every effort to hire the right people in the beginning. Team selection is one of the most important parts of the process, and by surrounding yourself with good people who will give 110% to keep the company (and the rest of the team) headed in the right direction, you will realize that managing a winning team that outperforms the competition is not going to be nearly as difficult.



Leading By Example

Of course, the absolute BEST policy, on the part of any manager, is to lead by example. Don't assume or believe that anyone on your team is going to work harder or believe more in the company than you do! As a manager, it is your job to take the lead and to inspire greatness within those underneath

you. Leading by example is absolutely essential, but is one of the BIGGEST downfalls of most managers. If you can successfully show your employees, through your own example, what hard work and commitment look like, than inspiring them to embody the same character and outlook will become easier and easier.

Click on the checklist name to download your own copy of [Performance Improvement](#) .

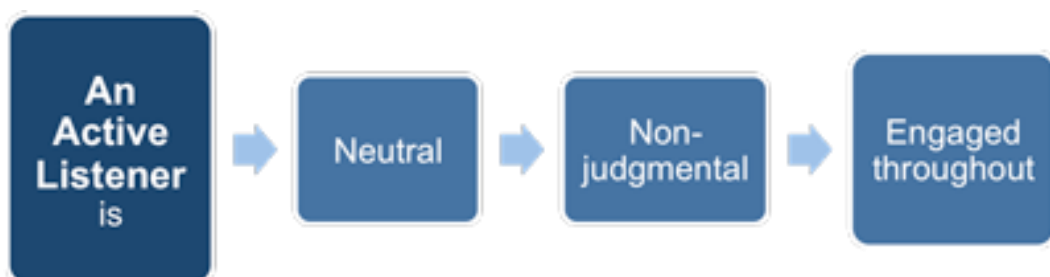
Questioning Technique Checklist

This checklist gives you five reasons to focus on developing your [questioning technique](#). It also explores the different types of questions you can use during your communications highlighting the most effective way to use each one.

Communication is an essential skill for any management professional and effectively use questions plays a significant role in this success. This checklist gives you five reasons to focus on developing your questioning technique. It also explores the different types of questions you can use during your communications highlighting the most effective way to use each one.

Every communication you have must have a clear and precise objective without this confusion and misunderstandings will occur. For your questioning technique to be effective you must actively listen to the exchange and remove all distractions from the conversation.

A deceptively simple concept called active listening can really help you to improve your communication skills. It was originally developed in the context of therapeutic interviews, but its principles can be applied to workplace communications.



Listening is the most fundamental component of interpersonal communication skills and is an active process in which a conscious decision is made to listen to and understand the messages of the speaker. As a

listener, you should remain neutral and non-judgmental; this means trying not to take sides or form opinions, especially early in the conversation.

Active listening is concerned with improving your ability to understand exactly what the other party means when speaking to you. This is not as straightforward as it sounds because active listening involves listening for meaning (specifically, the meaning perceived by the other party), not just listening to the words they use and accepting them at face value.

It also requires patience because people need time to explore their own thoughts and feelings before putting them into words. This means that short periods of silence should be accepted and you need to resist the temptation to jump in with questions or comments every time the speaker pauses.

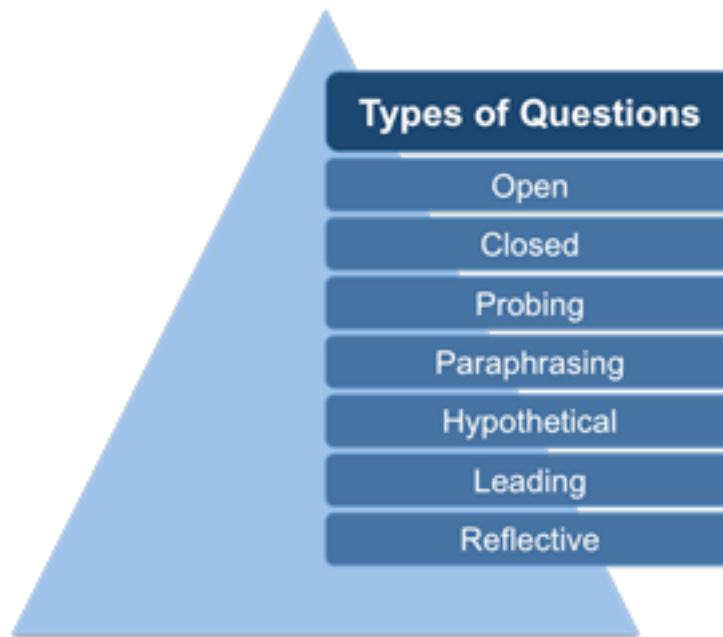


Asking 'searching' questions plays a significant role in your ability to draw out the information that demonstrates your message has been clearly understood and will be acted on appropriately. There are five reasons why developing your questions skills will promote your career aspirations.

- You have been understood as you intended.
- Your attention is 100% focused on the exchange.
- You are actively listening throughout the communication.
- You gain the appropriate commitment from the other party.

- Issues associated with your communication objective are fully explored.

Whether you need to clarify understanding, gain commitment or to overcome objections learning which type of question will best achieve your aim is essential for a successful manager. There are seven different types of questioning techniques shown in the diagram below that you can use to ensure you communicate successfully.



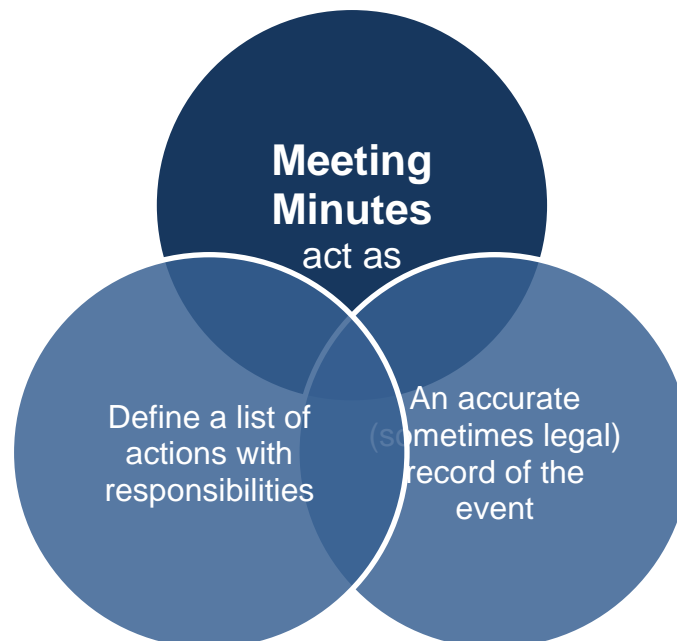
As you become more familiar with how and when to use the different style of questions your communication skills will enable you need to achieve your goals more easily. It is important that the type of question you use reflects the circumstances of the conversation. Your skill in this area will increase with practice and your willingness to reflect on how well your questioning technique achieved the aim of your communication.

Click on the checklist name to download your own copy of [Questioning Technique](#)

Meeting Minutes Template

This [meeting minutes](#) template provides you with a structured means to record all essential discussion details and findings that have taken place during your meeting. They form a vital part of communications in an organization and ensure that all interested parties are aware of their own and others' responsibilities and timescales.

These notes can take many forms: they may be formal meeting minutes, or an email sent as confirmation of a conversation you and your colleagues have had in connection with a project or activity. For such notes to help you be effective they must be an accurate record of the main points discussed and detail any resulting actions, along with the person or persons responsible for them. Minutes should not be a transcript of everything that was said at the meeting.



They often have a legal role to play in organizations, for example, Annual General Meetings and in the operational management of contracts. While not intended to contain the complete details of an event, there are a number of items that should be included. Essentially, these will include the name of presenters, key topics covered, and a list of attendees. For a complete description of what should be covered, check out our [free e-book on meeting minutes](#).

As a manager you are likely to spend a significant part of your week in meetings and you can't afford for the time and effort you invest to be unproductive or wasteful. A recent Management Today survey found that the average office worker spent *nearly half* of their 38-hour week in meetings and they said at least a quarter of that time was a complete waste of their time!

So your first responsibility is to make sure that each meeting you call or attend has a clear purpose with an agenda. Your agenda suggests the outline for the meeting minutes and to some extent predicts the results of the meeting. An agenda should be short, timed, simple, and clear.

Whilst meeting minutes are not intended to contain the complete details of an event, there are a number of items that should be included. Essentially, these will include the name of presenters, key topics covered, a list of attendees and related responses or decisions regarding the issues discussed.

Minutes perform several other roles:

- Establish accountability and provides a method of tracking actions.
- Verify whether or not a person was given a piece of information.
- Enables managers to track performance of individuals.
- Provides a historical record of agreements and acts as a central reference point.

Click on the template name to download your own copy of [meeting minutes](#).

Communication Style Checklist

This [Communication Style](#) checklist will help you to identify your own preferred communication style so that you come across with confidence and empathy. The ability to communicate is an essential life skill and everyone has their own style that they naturally adapt and develop to suit the different environments they operate in. Our need to educate, inform, persuade or entertain drives our communications.

Each person's communication style is a unique combination of their own innate skills and those learnt both formally and through experience. What makes some people better than others at communicating is their ability to adapt their style to suit the message, environment, and exchange.



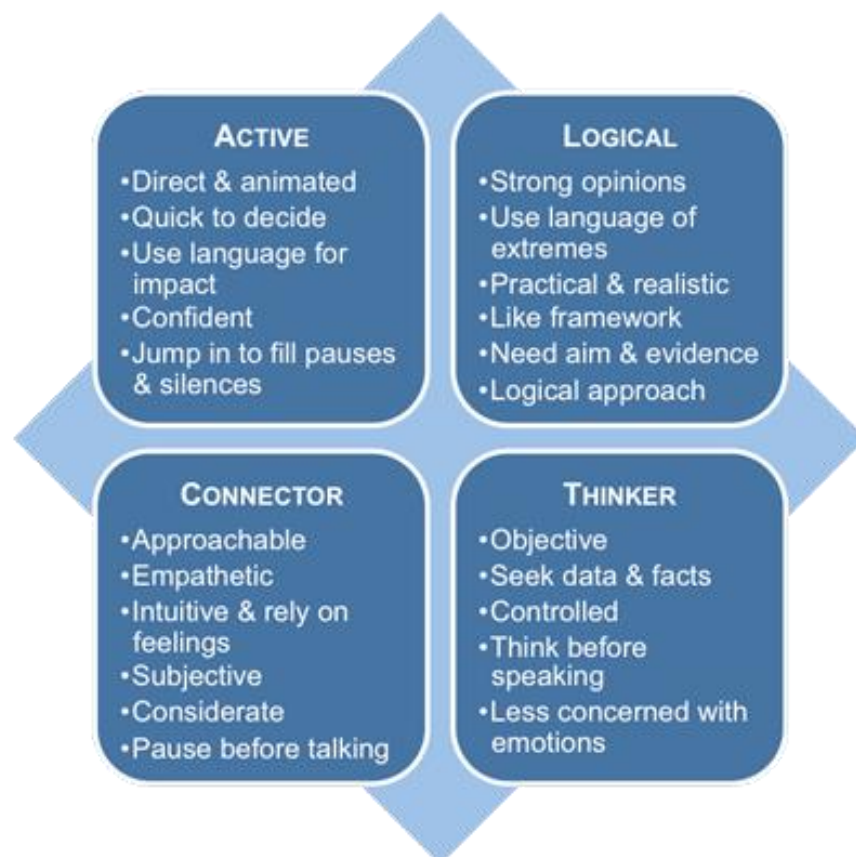
Whilst individuals may favor a particular way of communicating, they can alter their behavior to other communication styles if necessary to suit a particular situation. This flexibility helps them to come across as knowledgeable, confident, and empathetic. The more you are able to adapt your style to suit the situation and environment the more effective your communications will be.

Even if you are a naturally good communicator, there are always opportunities and ways to enhance your communication skills.

Individuals who are good communicators find it easy to develop empathy and trust with others. These people adapt their style of communication to suit the audience and situation they are presented with.

One of the most effective ways to develop and enhance your communication skills is to actively seek new opportunities that test your ability to adapt and push the boundaries of your usual style. The more you communicate in a wide variety of situations the greater your ability to deal with any communications environments regardless of the context or circumstances.

Communication is a complex two-way process that can involve several iterations before mutual understanding is achieved. Communication is a combination of words, symbols, pictures, graphics, voice, tone, facial expressions, clothing, and body language. By understanding how to use these elements effectively you can improve the way you communicate and achieve the best outcome for any situation.



There are four communication styles each with its own characteristics as shown in the diagram. When an individual uses a combination of all four

depending on the circumstances this style is referred to as a 'Combiner'.
Knowing your preferred style enables you to appreciate:

Firstly, how others might perceive you in an exchange.

Secondly, you will be able to identify the same attributes in those you communicate with.

This checklist will help you to identify your own preferred communication style so that you come across knowledgably, with confidence and empathy.

To find out whether or not you favor a particular way of communicating read the statements and highlight those which best describe how you like to behave when communicating if there where no other aspects to consider and address. Be honest with yourself so that you get a true picture of your style. It is only by knowing how you really communicate that you will be able to develop your communication skills to suit any situation you encounter.

Click on the checklist name to download your own copy of [Communication Style](#).

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