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## UNH Paul College Launches New Manager Development Program

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*UNH Media Relations*

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## Media Relations

March 27, 2014

### UNH Paul College Launches New Manager Development Program

DURHAM, N.H. – The University of New Hampshire Peter T. Paul College of Business and Economics has launched a new two-day manager development program designed to assist new and seasoned managers maximize team performance.

[Managing Yourself and Leading Others](#) invites participants to create a personal development plan for becoming a more effective and productive manager and learn strategies that can be applied immediately upon returning to work. For example, participants will learn how to strengthen communication with internal and external customers, manage conflict, motivate and influence others, and acquire resources.

Paul College senior lecturer [William Hassey](#) is the program's instructor. He teaches leadership and organizational behavior at the undergraduate level and in the Executive MBA program.

"Managers have tremendous responsibility in the leaner, faster, more talented and more diverse workplace of today," Hassey said. "Old management tactics don't seem to work very well anymore. A few changes in approach can make a big difference to a manager who is leading. It's amazing to witness how a shift in perspective can encourage someone to lead in a whole new way."

"Leadership begins with knowing oneself -- strengths, weaknesses, and areas for development. Knowing oneself frees a leader to be able to pay more attention to those who choose to follow," he said.

Managing Yourself and Leading Others will be offered in Durham April 30 to May 1, 2014. More information is available at [ExecEd.UNH.edu](#) or by contacting [exec.ed@unh.edu](mailto:exec.ed@unh.edu) or 603-862-5203.

The Peter T. Paul College of Business and Economics offers a full complement of high-quality programs in business, economics, accounting, finance, information systems management, entrepreneurship, marketing, and hospitality management at UNH. Programs are offered at the undergraduate, graduate, and executive development levels. The college is accredited by the Association to Advance Collegiate Schools of Business (AACSB), the premier accrediting agency for business schools worldwide. For more information, visit [paulcollege.unh.edu](http://paulcollege.unh.edu).

The [University of New Hampshire](#), founded in 1866, is a world-class public research university with the feel of a New England liberal arts college. A land, sea, and space-grant university, UNH is the state's flagship public institution, enrolling 12,300 undergraduate and 2,200 graduate students.

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