Program

Training Seminar in Socio-Economic Approach to Management

This seminar is aimed at training participants in techniques and tools which are necessary to successfully carry out management consulting interventions and innovative management practices.
Participants will acquire skills to undertake socio-economic interventions in companies or organizations, calculate the economic balance of the change process and implement socio-economic process and tools.

2 three-day training sessions

- **Selling and designing socio-economic intervention.**
  Timeline of the change process:
  - .Objectives of the SEAM: principles and methods
  - .The Horizontal and Vertical intervention (HORIVERT method)
  - . Entry and Negotiation of the intervention
  - . Typology of actors in the negotiation process
- **Steering actors in the change process and part played by consultants:**
  - .Qualitative dysfunctional diagnosis
  - .Strategic piloting log-book
  - .Competency Grid
  - .Fine tuning the pace of the intervention process
  - . Change energy input through consulting
- **Self financing of the socio-economic project through transforming hidden costs into added-value creation:**
  - . Hidden costs diagnosis
  - .Expert opinion
  - .The project: drawing on the diagnosis to work out innovative solutions
  - .Management tools aimed at structuring and steering the intervention
- **Activity Management tools and actors involvement**
  - .Priority Action Plan
  - .Periodically Negotiable Activity Contract
  - .Connecting socio-economic management tools to get on-going steering
  - .Developing internal consultants' skills

Take-away

- **Implementation of hands-on implementation of the method, through personalized assistance**
  Assistance provided during the key-points of a change process:
  - . Support provide to implement socio-economic tools in your own job
  - . Designing improvement actions
  - . Preparing the presentation of the mirror-effect diagnosis
  - . Project management and implementation of improvement actions
  - . Assistance to implement evaluation performance metrics

Two academic and practitioner conferences

Testimonies of the outcomes of socio-economic case studies. It is an opportunity of learning through cross-fertilizing with other experiments.

Tuition fee :
Please fill in the contact information form to get additional details

ISEOR

Socio-Economic Institute of Firms and Organizations

Professional Training Seminar "Performance +"

Socio-Economic Approach to Management

Techniques and tools required to successfully implement change management projects

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This training program is valuable for directors and managers of small to medium-size businesses and large-scale companies, auditors-accountants, quality managers, internal and external consultants, and OD practitioners.

Objectives

It offers the acquisition of methods and tools for flexible and customized *socio-economic management* to initiate and conduct change and innovation in organizations, in order to overcome the evoling environment challenges.
ISEOR-SEAM method was developed through extensive R&D programs on management.

SEAM method has been experimented in more than 1,800 companies and organizations ranging from SMEs to MNCs in a variety of industries and geographical locations (40 countries on 4 continents).
Hidden costs stemming from dysfunctions range from € 20,000 to € 70,000 per year per capita.

Training sessions

2 three-day training sessions. It is possible to start the seminar either in June or Octobre, and attend the following session as a loop schedule.

Forthcoming session:
- 12th, 13th and 14th October 2026 for SEAM certification training & 15th and 16th October 2026 for International Conference

Contact and registrations

ISEOR

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CONTACT INFORMATION

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SOCIO-ECONOMIC INTERVENTION AND MANAGEMENT : Tools and Methods

APPLICANT

Last Name :_____

First Name : _____ Age : _____

Affiliation / Company : _____Size : _____

Business sector :_____

Position :_____

Address : _____

_____

Phone number _____

e-mail : _____

Please, send this form to Silvia MUÑOZ (secretariat.general@iseor.com)

to get additional information about the SEAM training