



Q. What supervisory duty is the most difficult one to grasp for new supervisors? How can CONCERN help new supervisors?

A. Supervision is about directing others to do things and being accountable to a higher authority for how well it's done. In line with this description, new supervisors often struggle with delegation, and much supervision literature is dominated by this topic. Delegation is more than directing others, stepping back, and returning to hold them accountable. Many sub-tasks and skills accompany it. These include self-awareness, communication, conflict management, time management, understanding motivation, coaching, maintaining morale, problem solving, recordkeeping, and more. EAPs are problem solvers, and can help new supervisors overcome obstacles that interfere with their ability perform these many tasks. Some are easy to spot like a need to give more feedback to an employee, while others are more difficult to see or accept, like issues with trust that a supervisor may struggle to overcome.

Q. When performance issues stem from personal problems at home, it may be appropriate to demonstrate patience while the employee seeks help. Unfortunately, many employees seem to have chronic problems. How can supervisors influence employees to resolve their personal problems permanently?

A. Follow-up is the key to helping employees remain successful, especially after a referral to the EAP. Don't underestimate how long this should continue. Follow-up means regularly meeting with an employee to discuss performance, reinforcing progress, and trouble-shooting obstacles. It means keeping the focus on performance issues and ensuring the employee knows and understands your ongoing expectations. Open communication that involves this harmony of cooperation between employee and supervisor is crucial. In its absence, the risk of problems continuing is high. Take the advice of CONCERN on the length of time recommended for follow-up, or ask about it. Some personal problems are easier to treat and manage than others. Those that require more personal sacrifice and lifestyle changes tend to have the highest relapse rates, making follow up critical to successful resolution of performance problems.

Q. Why do supervisors avoid confronting employees about their performance issues?

A. The most common reason for avoiding confrontation is fear. Overcoming this fear is accomplished by understanding how to use an effective approach. Being firm and direct, and not sugar coating the message is important, but this can be accomplished in a way that eliminates heavy-handedness and engenders cooperation. For example, "Bill, I received feedback about your customer presentation yesterday, and I want to share it with you." "Bill, some customers felt your presentation lacked depth in its details, leaving them feeling more confused. Were you aware of these concerns?" "Bill, I want to work with you to improve your marketing presentation, how would you suggest we go about making such improvements?" Notice in these examples how the supervisor elicits a "partnering" approach to solving problems. The concerns of the supervisor are concrete, and the approach is likely to elicit better cooperation in solving the performance issues versus harming the relationship by making the employee feel scolded.

Q. My employee was coming to work late every day. I finally decided to transfer her to 3 to 11 shift. Everybody's happy with that. The problem is solved. I'm aware of a rumor about a possible drinking problem, so did I use the wrong approach by not making a formal referral to CONCERN?

A. Your job as a supervisor is to support your organization's mission and properly manage employees under your supervision toward that end. You had different options for solving this problem, and you chose one that worked. You did your job and can't be criticized for it. Yes, you could have referred your employee to CONCERN for being late to work, kept her on the same shift, and that may have led to her treatment and recovery, and an end to tardiness. Unsubstantiated concerns about a drinking problem would not be a basis for your referral, however. You can only focus on performance. If lateness was due to a drinking problem, this problem may eventually return after a period of exerted self-control. This is not unusual for employees with alcohol problems as they move between jobs, work shifts, or other stations in life in an attempt to gain control over drinking.

Q. What can I promise employees with regard to confidentiality and CONCERN when they ask about it? I know that confidentiality has limitations with regard to protecting children, the elderly, or preventing loss of life, but I don't think I should get bogged down in those issues.

A. When employees ask about confidentiality, they are usually seeking assurance that they are protected against repercussions, improper disclosure, and harm to their job status as a result of using the EAP program. CONCERN policies and materials typically describe confidentiality parameters, so reinforce what's already in writing. CONCERN will require signed acknowledgment and/or informed consent regarding the scope of confidentiality, so let your employees know that CONCERN can answer any questions at the time of an appointment or beforehand by phone. Reinforce the strict confidential nature of CONCERN whenever you refer to it in the course of your activities and role as a supervisor. Doing so will help keep CONCERN utilization high and alleviate concerns, make it more likely at-risk

Remember: CONCERN: EAP teams with Human Resources to provide another resource for managers and supervisors to consult about how to manage issues with individuals, within and between work groups, and across departments. When you call CONCERN: EAP, ask for a Management Consultation or request to speak to a Clinical Manager.

Here are some quotes from HR Managers who recently called on CONCERN for a Management Consultation:

"The counselor was very professional, knowledgeable, and a positive representation of Concern's Management support services. She is very customer service oriented and was responsive to my questions/needs."

"Although not many took of advantage of the Counselors that were on-site, the fact that Counselors were there was a great service to provide to those in need. Thanks again for your assistance to make this available to the staff on such short notice."

"The counselor was very pleasant, knowledgeable and flexible. Thanks for sending her out to support our employees."

CONCERN: EAP
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