

# Helping you Flourish

Some of the ways we can help you, your team and your business flourish.  
Depending on the topic, method may be facilitation, consulting, training or coaching

## Team Dynamics + Leadership workshops

- Team alignment **1D**
- Developing your strategy **2D**
- Creating a plan **2D**
- Making a Vision a reality **1D**
- Creating Visions and Values **1D**
- Know when to be a leader, Manager, Coach **4H**
- Identifying Unconscious Bias **4H**
- Ideation workshops **1D**

## Changing the culture

- Creating a high performing culture **1D/2D**
- Success through Business Rhythm **1D**
- Excellence is never an accident **1D**

## Coaching workshops

- Driving success through Coaching **1D/2D**
- GROW your team **4H**
- Coaching for Results **1D**
- Situational Leadership **1D**
- Giving and Receiving Feedback / in field coaching **4H**

## Assessments

- Extraordinary leadership 360
- DiSC Profiling
- Gallup strengths finder

## Sales based workshops

- Sales Leadership training **2D**
- Owning the role of Trusted Advisor **2H**
- Sales planning **1D**
- Developing a Sales Strategy **2D**
- Territory and Portfolio Management **1D/2D**
- Scenario based workshops and Business simulation workshops around your specific business challenges and opportunities **1D/2D/4H**
- Sales Training for Leaders **2D**
- Sales Training for Field Sales **2D**
- Sales Training for Customer Service Teams **2D**
- Developing Exceptional Diagnostic Skills **2H**
- Being Persuasive **2H**
- Creating a Value Proposition **4H**
- Pitching to Win **1D/2D**
- Live Pitch Consultancy **1D/2D**

- Negotiation Skills **1D/2D**
- Bargaining and trading to get a good result **2H/4H**
- Cold calling **4H**
- Phone based sales **4H**

## Interpersonal Skills

- Managing the critical conversations with customers **1D/2H**
- Tough conversations with the team **4H**
- Internal Stakeholder Management **1D**
- Managing conflicting styles **1D/4H**
- Emotional Intelligence **1D**
- Managing Millennials **2H/4H**
- Decision making **2H**

## Mindset based workshops

- Raising the bar – EQ **2H**
- Situational Confidence – an inside out approach **4H**
- Managing Your State **2H**
- Developing a Winning Mindset **2H/1D**
- Unconscious bias **4H**

## Time Management

- Managing Time and Meetings Effectively **1D**
- Running productive meetings **4H/1D**
- Time Management fundamentals **4H**

## Presenting

- Presenting with impact **2D**
- Excellence in presenting **1D/2D**

## Core Soft Skills

- Communication skills **1D/2D**
- Influencing skills **1D/2D**
- Networking skills **1D/2D**

## For you

- Managing your personal brand **2H/4H**
- Mapping your career **2H**
- Transition coaching **2H**

### Legend

- 2D** – two-day workshop
- 1D** – one-day workshop
- 4H** – 4-hour workshop
- 2H** – 2-hour workshop