

Leading Transition Seminars

1. **Team Alignment: Achieve the best results with and through teams**

Consider what you want to achieve: decide how to work with the strengths and weaknesses of direct and indirect team members: review how to judge who is a supporter, where problems might arise and how to prevent issues festering.

At the end of the session you will have acquired a number of additional skills, know how to balance personal and group objectives to ensure greater success, and be able to decide when and how to deal with conflicting objectives that might sabotage results.

2. **Negotiating in Difficult Times: Accelerating success despite competing agendas**

Discuss how to improve success ratios by examining alternative ways to negotiate in a world of competing agendas. Examine how to negotiate in an authentic way which includes using your deeply held values.

At the end of the session you will have acquired a number of techniques to use, be able to judge the right time to negotiate with internal and external stakeholders, feel more in control of the whole process of gaining buy-in to your agenda and balancing priorities.

3. **Motivating Conflicting Interest Groups: Sustain or recapture peak performance**

Analyse the importance of personal motivation in the context of organisation priorities. Consider how to access individual skills, interests and beliefs in order to drive and achieve success and satisfaction.

At the end of the session you will have acquired a number of useful tools to use, understand how to harness a broad spectrum of interests, skills and personal values that produce and sustain motivation.

4. **Accelerating Change: Move from an idea to action with and through other people**

Work on moving through change and delivering your transition agenda whilst ensuring that the people around you understand, become or remain committed to the transition.

At the end of the session you will have acquired techniques to use, be able to explain the changes you expect and put in place appropriate measures to track progress and handle competing agendas.

5. **Putting Your Message Across: Clarify what you want to say and what you care about**

Combine your priorities into one powerful message. Understand how to use your experience and examples to make your communication authentic, powerful and unique. Ensure that people hear and act on your message.

At the end of the session you will have acquired a number of techniques to choose from, understand how to use your individual voice and engage your audience to achieve greater impact and feel more confident.

6. **Dispute Resolution and Mediation: Move past deep rooted differences of opinion**

Examine ways to handle individual issues or cross company disputes that can be draining, stressful, and distracting.

At the end of the session you will have explored a number of ways to understand and deal with people issues that can fester and any conflicting agendas; looked at the essential steps of a mediation process and have access to a number of ways to help you revisit lingering disputes resolution issues.

NOTE: We design sessions five and six to complement sessions one to four. We recommend leaders attend the full series of seminars or a combination of sessions to meet their needs. Each session can be delivered as a one day seminar, half day master-class or 90 minute key note speech.

Workshop Leader

Jeanette Cowley MBA FCIPD is the founding director of Go For Growth and a partner at Red Egg Transition Coaching. Before founding Go For Growth in 2006, Jeanette was the Group HR Director for a FTSE 100 company. Her previous international roles include Managing Director Learning and Performance at Marsh, and Head of HR UK and EMEA Operations at American Express. She also held significant roles with Grand Metropolitan (now Diageo), Thorn EMI and in local government. Jeanette is dedicated to delivering on two questions - What do you want? What do you care about?

For full biography and client details please visit our web-site www.redeggtransitioncoaching.com

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