Leadership & Management Workshops

- Inspirational Leadership
- Creating High Performance Teams
- Managing Organisational ‘Change’
- The Art of Motivating Others
- Performance Management
- Recruiting & Selecting High Performing Individuals

“Award-winning development solutions designed to accelerate growth, improve performance and maximise potential…”

Visit our website www.the-winning-formula.com for more information

Our Values

Underpinning everything we do on a day-to-day basis is the uncompromising commitment to our core values:

Performance

“From the design and delivery of our products to the commitment and service promise to our customers…”

Pragmatism

“We’re committed to using simple, easily understood methods which work successfully in the ‘real world’…”

Inspiration

“Inspiration describes the high-octane approach to all aspects of our organisation…”

Our Guiding Principles

Our guiding principles define our philosophy and also underpin the design and delivery of the winning (formula)® development solutions.

• Every individual and organisation has the potential to be successful
• Organisations grow and develop when individuals grow and develop
• Development solutions should be linked to the challenges, issues and goals faced by individuals and organisations in the ‘real world’
• Producing truly compelling visions will contribute to achieving spectacular performance results
• Changing the result will involve changing individuals’ mindset and behaviour
• You don’t know what you don’t know
• Delivering training solutions isn’t enough – you have to encourage learning
• Learning and personal growth is a journey not a destination
• To succeed you need to enjoy it and have fun along the way
• Performance is the ultimate responsibility of the individual, no one else
• Personal development solutions work best when they are performance focused, pragmatic and inspiring
• Anything less than a commitment to excellence is a waste of effort
• Everyone can be successful when they identify, develop and commit to their own winning (formula)®

Three complimentary winning (formula)® solutions available now:

FREE! Business Leader Consultation

The ‘consultation’ enables the business leader to discuss with one of our ‘specialists’ the challenges, obstacles and hurdles currently facing their organisation on the business growth journey. At the session we will share valuable insights, strategies and approaches designed to navigate the course and realise the organisation’s plans for growth.

FREE! Leadership Development Taster Session

The 90 minute development session is an interactive, practical and motivational event focusing on the importance of leadership on the growth journey. The session is designed to highlight to members of your management team the knowledge and skills required to be a high performing leader. The event can be delivered in-house or at a venue of your choice.

FREE Podcasts!

Podcast Download or listen online for free!!

To request more information or to arrange a complimentary consultation please contact:

John Stein at TWF (UK) Ltd
0845 071 0997 john@the-winning-formula.com
www.the-winning-formula.com

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The workshops are designed and developed for groups of between 10 and 20 people to allow every delegate to participate fully. Workshops are typically single or two day events and can be delivered in a variety of flexible formats including a series of half day modules. 

Linked to the strategies, operational and personal challenges and issues faced on the business growth journey, business leaders and growth managers are developed in the following areas:

- Inspirational Leadership
- Creating High Performance Teams
- Managing Organisational Change
- The Art of Motivating Others
- Performance Management
- Recruiting and Selecting High Performing Individuals

Each workshop is delivered against the backdrop of in-depth understanding of the business growth journey. Participants are invited to complete a ‘learning needs analysis’ prior to attending each event. The feedback received enables us to meet each participant’s personal development requirements.

Practical workshops, support materials, publications and post workshop support are provided as part of the service commitment to each client.

Management Challenges

In a growing company, business leaders and managers face many challenges on a day-to-day basis. Highlighted below are some of the most common challenges:

1. Developing and leading the organisation’s vision for the future
2. Linking business strategy to everyday employee goals
3. Managing operational issues, ‘growing pains’ and the expected change required to succeed
4. Keeping team members engaged and motivated throughout the journey
5. Attracting and recruiting high-performing individuals from outside the organisation
6. Delivering measurable results across the business
7. Managing the performance and expected contribution of everyone connected with the organisation

Our Customer Commitment to you

Our people are recognised specialists in their chosen field with a wide range of practical experience working with growing and successful organisations.

Workshops are innovative and incorporate the latest development models and techniques to provide your people with up to the minute business skills and knowledge.

Each workshop is personalised to you, your organisation and your marketplace. Each participant receives a personal questionnaire before attending the workshop which enables us to identify their exact development requirements and tailor the event to their exact needs.

Our workshops focus on:

- Inspirational Leadership
- Creating High Performance Teams
- Managing Organisational Change
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Benefits of our Development Approach

Our tried, tested and proven approach to delivering organisational growth enables our client business leaders and managers to:

1. Have a greater understanding of the personal challenges facing them on the business growth journey
2. Produce a route map to help them navigate their course on the journey
3. Equip themselves with the knowledge and skills to manage the ‘growth’ expectations of the business
4. Engage their people at the beginning and throughout the journey
5. Motivate every employee to play an active part on the journey, taking responsibility for their individual performance

We are able to achieve this by the development, delivery and supply of specialist ‘business growth’ programmes, publications, resources and events.

Testimonials and Client feedback

Informative, well thought out and designed to affect not only action in the workshop but further action outside of the event. A very comprehensive overview of the challenges of change. In front of us with extremely interesting background info on how to deal with them.*

Chloe Reuben
Managing Organisational Change

"Helped me gain further insight into different motivational techniques and identifying different people’s motivational needs. Highly relevant and informative. Excellent – forces you to create a motivational plan to gauge the motivation levels of teams. Made me look at motivation in a different light.”

Cap Personnel
The Art of Motivating Others

"Thought provoking and insightful. Not what I was expecting. Looked the practical tips in the workbook. The momentum, trust and culture exercises were eye opening. Would recommend to any leader.”

My Alliance Group
Inspirational Leadership

For more client feedback and downloadable client podcasts go to www.the-winning-formula.com