



## Leading from the Front

High quality online program

Lunch & Learn Series is an innovative online leadership development program for supervisors and middle managers. You will gain skills in:

- Effective feedback
- Personal influence
- Team performance
- Maximising performance
- Understanding people
- Effective meetings

**6 x 1-hour webinars plus a practical online development program**

**REGISTER AT**

<http://www.winnersatwork.com.au/register-here/>

Each of the six units is introduced in a 1-hour webinar online. Participants are then directed to the online learning centre where they are exposed to practical strategies for implementation in the workplace. No classes, travel and accommodation costs and time wasted. Participants complete the online program in their own time. The webinars introducing the six units are presented during a lunch period to minimise interruption to the workplace. Participants connect to the webinar sessions and online learning centre simply through clear instructions and links on enrolment.

After each unit, participants receive the relative set of PowerPoint slides and a full video recording of each session. These support tools are useful if participants miss the webinar or want to review the material. Each webinar is designed to be interactive, and participants can ask questions throughout the broadcast. The online learning centre is also interactive. The presenter interacts with participants throughout the program to answer questions and provide feedback.

### Webinar session topics, dates & times

#### **Unit 1—The Ingredients of Effective Feedback**

**Friday 3 April 11am -12pm AEST**

Feedback is the breakfast of champions. This session looks at the practical considerations that enable leaders to give powerful feedback that reinforces or changes behaviour. What are the do's and don'ts when giving team members feedback that make a difference?

#### **Unit 2—Enhancing Your Personal Influence**

**Friday 17 April 11am -12pm AEST**

Influence is the lifeblood of leadership. What are the four strategies to influence anybody about anything? Good influencers use a variety of ways to persuade their colleagues and team members. This session is designed to broaden and deepen the leader's influencing capability.

#### **Unit 3—Optimising Team Performance**

**Friday 1 May 11am -12pm AEST**

Performance conversations that are regular and focussed is critical to managing performance in a team. What sort of performance conversations should the leader have? How often? What is the leader's role in these conversations? Saving up feedback for the annual performance review is not the answer.

The primary task of a leader is to get the very best from each of his or her team members. How can this be done? What makes people tick? What do I need to do as a leader to create the motivational climate for team members to flourish and give of their best? Some practical and easy to implement ways of enhancing performance are covered.

Dealing with a multitude of different personalities is a core capability of a leader. What are the motivations of the various personalities and how does a leader deal with them, particularly those who have a different personality to the leader? Seeing the world through the eyes of others is critically important for any leader to be effective.

Most meetings are perceived as a waste of time. How can meetings be more efficient and effective? Leaders have a responsibility to facilitate productive meetings. Being good at running meetings is the hallmark of a good leader. Some practical tips are covered.

## Benefits

### Organisation

By investing in your leaders, you create organisational leverage. The benefit for your organisation in enrolling your leaders in this series is that it's a cost-effective alternative to sending people away to an expensive course, with little relevance to your workplace. The program is completed over lunch and is short, focussed, and practical.

### Leader

The leader can develop their career skills over lunch and minimises the disruption to their normal day. The tips and tools can be implemented immediately after lunch, while it's fresh in the leader's mind.

**“By any measure, you are a very effective speaker and educator I have found your webinar’s especially intriguing. Thanks for the great learnings you have been delivering through this online program. I have taken away with me some great tips that I now use in my workplace to motivate and get the best out of my crews”.**

**Tony Chicco – Queensland Fire & Emergency Services**

**“Fantastic session Tim, I liked how clear and concise your points were and how you facilitated in context but also offered suggested questions to ask in each situation – for myself its half the battle to think about these little things!”**

**Byron Mitchell –Amart Sports**

## Presenter

Dr Tim Baker is an internationally recognised authority on leadership, management and organisational development. In 2013, Tim was voted one of the 50 Most Talented Global Training & Development Leaders by the World HRD Congress. In a nutshell, Tim has conducted over 2,430 seminars, workshops and keynote addresses to over 45,000 people in 11 countries across 21 industry groups.

## Investment

Pay \$295 for one attendee to participate in the entire Lunch & Learn Series. Here is what you receive:

- 6 x 1-hour webinar sessions on cutting edge information
- Unlimited contact via email with Tim
- PowerPoint slides & recordings of each unit
- Practical application tools for immediate implementation
- Personalised online learning centre
- 14-page Influencing Capabilities Profile Report
- Personality Profile
- No travel, parking or accommodation expenses or time away from work



For more information  
contact Tim at  
[tim@winnersatwork.com.au](mailto:tim@winnersatwork.com.au)  
or call 61 413 636