



## Leading From The Front

The Lunch & Learn Series is an online learning program for leaders to build core leadership capabilities. Each session is short, focused, and practical. The sessions are presented over lunch to minimise interruption in the workplace. They are piped into the computer screen of the manager while they eat their lunch.

Participants receive a set of PowerPoint slides and a full video recording after each session for revision; or if they missed the presentation.

The sessions are interactive; participants can ask questions throughout the broadcast and are encouraged to email the presenter between sessions.

Organisations are invoiced at the beginning of the program or you can pay online at <http://www.winnersatwork.com.au/register-here/>

## Program

### Unit 1—Strategically Managing Performance

How does a senior manager positively impact performance at a strategic level? This session looks at a strategic framework for building performance capacity in your organisation. We consider inputs, throughputs, and outputs at the macro level.

### Unit 2—Enhancing Your Personal Influence at the Executive Level

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 executive leader's influencing capability.

### Unit 3—Creating Thinking Space and Managing Time

Executive leaders are time strapped. They are expected to everywhere. How do senior leaders create time to think strategically? This session considers time from the perspective of creating high leverage activity. How do leaders create a 'third space' – a space to think?

### Unit 4—Options for Organisational Structuring

The way you structure your organisation has a significant impact on performance. This session considers four organisational structures, including the new customer-centric model. What is best for your organisation?

### Unit 5—Negotiation and Conflict Management

Senior leaders are always negotiating with a host of stakeholders. In this session, we look at five negotiation tactics that work. You will complete a diagnostic tool to better understand the way you prefer to negotiate and deal with conflict.

## Unit 6—Driving Positive Culture Change

Leaders are the custodians of culture. In this session, we look at the eight core values of an enterprising culture and the four emotional stages of change. Applying these concepts to your organisational culture can give you a strategic framework for building a better culture for performance.

### Benefits

#### *Organisation*

By investing in your executive leaders, you create organisational leverage. The benefit for your organisation in enrolling your senior leaders in this series is that it is 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.

#### *Executive Manager*

The executive 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 is 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 work place 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. He is author of nine books on leadership and performance.