

## Are these challenges familiar to you?

Our clients constantly tell us that three key challenges are:



- We work in an ever-changing environment and need to enhance our **skills** to stay ahead, for today and tomorrow
- We need to maintain and develop a positive **mindset** to say “Yes” to the changes we face and create
- We need to **influence** others in highly effective ways to have greater impact and generate immediate **results**



Hansen Beck delivers behavioural-based change and people development programmes. Our partner network, across 25 countries and 5 continents, has over 300 years combined training experience gathered in leading roles within a broad range of companies and sectors, from all over the globe. Our programmes have been tried and tested over the past 50 years for Board Directors to First Line Managers.

## Why Hansen Beck?

Hansen Beck enables you to **explore** your strengths and potential, **master** your skills and **deliver** tangible results. Our expertise will stimulate your desire to learn and change, whilst enhancing your ability to transfer understanding into positive action. Our training will enable you to immediately put your learning into practise in your everyday professional and personal life.



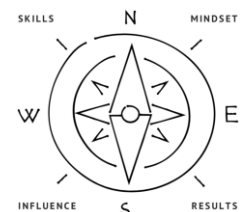
## Who are our participants?



You are an accomplished professional who wants to develop yourself holistically, without being lectured. You want to be engaged and stimulated to look at things from a different perspective. You are open to new ideas and willing, with our support, to step out of your comfort zone. Although busy, you see the benefit of investing one day per month over a series of months (depending on programme) so you can walk away with a broad range of tangible, practical skills, and a confident, positive approach to meet your challenges.

## What is included in your training?

- ↗ Motivating and interactive training days
- ↗ Roleplays & simulations
- ↗ Feedback from peers and trainer
- ↗ Full documentation and supporting texts
- ↗ Individual coaching
- ↗ Group discussions
- ↗ Presentations
- ↗ Action Plans between modules
- ↗ Memory sheets & cards
- ↗ Digital support



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## Programme Overview – Management & Leadership 2

	Key Topics	Visible Changes
<b>Module 1 – Leadership in Action</b>	<ul style="list-style-type: none"> <li>↗ Presentation of action plan results</li> <li>↗ Conflict management</li> <li>↗ Collaborative team working and facilitation</li> <li>↗ Introduction to stress management</li> <li>↗ Addressing participants' leadership challenges and case studies (analysis, coaching/mentoring, and action planning)</li> <li>↗ Additional topics tailored to group requirements</li> </ul>	<ul style="list-style-type: none"> <li>↗ Accepting the other person's perspective</li> <li>↗ Controlled reaction to stress</li> <li>↗ Resolution of specific problems</li> <li>↗ Additional changes based on individual feedback and tailored content</li> </ul>
<b>Module 2 – Understanding, recognising, and influencing through Personal Preference</b>	<ul style="list-style-type: none"> <li>↗ Progress report on results achieved</li> <li>↗ The laws of perception and its impact on the connection with others</li> <li>↗ Understanding preference and its impact on our own behaviour</li> <li>↗ Recognising and adapting to the personal preference of others</li> <li>↗ Team profiles and team effectiveness - identifying strengths and possible conflict areas</li> </ul>	<ul style="list-style-type: none"> <li>↗ Greater self-awareness</li> <li>↗ Ability to recognise the preference of others</li> <li>↗ Flexibility to adapt own style and behaviour to have a greater influence and impact on others</li> <li>↗ Greater clarity on the accounts, prospects, and sales projects to prioritise</li> </ul>
<b>Module 3 – Creating the Future</b>	<ul style="list-style-type: none"> <li>↗ Progress report on results achieved</li> <li>↗ Managing and communicating change</li> <li>↗ Courage to create step change</li> <li>↗ Dealing with limiting beliefs</li> <li>↗ Moderation / facilitation skills</li> <li>↗ Addressing participants' leadership challenges and case studies (analysis, coaching/mentoring, and action planning)</li> <li>↗ Additional topics tailored to group requirements</li> <li>↗ Keeping personal development going</li> <li>↗ Commitments and action plan</li> </ul>	<ul style="list-style-type: none"> <li>↗ Clear strategic vision</li> <li>↗ Tactical planning</li> <li>↗ Future-orientated actions</li> <li>↗ Clearer approach to change scenarios to ensure that affected parties buy-in and move forward more efficiently</li> <li>↗ Resolution of specific problems</li> <li>↗ Additional changes based on tailored content</li> </ul>

