

Step Up...accelerate your career

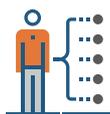
WHY DOES THIS MATTER TO YOU?

Organisations operate in an increasingly VUCA (volatile, uncertain, complex and ambiguous) environment. To succeed, you need to be able to navigate this changing environment and deliver sustained organisational benefits. Doing this takes more than just technical skills. It requires a range of behavioural skills that ensure you are ready and able to influence outcomes. Leaders of today, and tomorrow, need to be able to step up to this challenge by:



Understanding Yourself

your mindset, decision bias and the behaviours that could be holding you back, or propelling you forward



Understanding Others

their mindset, agenda and needs so you can adapt your approach, style and thinking to influence outcomes



Understanding The System

know the context, power structures and organisational dynamics so you can best position ideas, communicate successfully, negotiate outcomes and secure results

WHAT IS THE GOAL?

To elevate your career by enhancing your ability to influence and secure sustained progress in your organisation by being equipped with the behavioural and influencing skills to best challenge, inspire and engage with colleagues, stakeholders and team members.

My promise: if you don't find the course worthwhile, then I will refund the cost of the course. That's how much I believe in it, and you.

WHAT PEOPLE SAY

Fatima Chaudhry, Financial Governance Manager, NAB

"The discussion around finding your next role, and stepping outside of your comfort zone, provided me with the confidence to take on a very different new role at my workplace."

Jo Cunningham, Strategy Consultant, Telstra

"We left the day privileged to spend time on ourselves; inspired to be ready, willing and able to grow through change, and with a new sense of courage and integrated competencies to engage and influence others."

Paul Bonnelo, Head of Operational Risk, Framework and Oversight, ANZ

"This course helped me to remember things I had forgotten and develop new strategies for engaging with my stakeholders."

Michelle Cleary, Contact Centre Manager AAMI, Suncorp

"Fantastic program – Michelle shared many personal experiences and the course provided great learnings to take away and use in my role."

“ Michelle has presented for The Australian Institute of Managers and Leaders on a number of occasions. She is always engaging and insightful, and uses real life examples to ensure the content is relevant and meaningful for the audience. ”

Margot Smith, GM Engagement Marketing at the Australian Institute of Managers and Leaders

In a one day setting with like-minded professionals you will learn the art and science of influence. In preparation, before attending the session you'll be asked complete a diagnostic. The purpose of this is to get you thinking about your strengths and the areas of focus for the session. You will also be provided with activities and techniques to take back into the workplace so you can continue the work (and benefits) long after the session.



KEY LEARNING OUTCOMES

- Learn an approach to influence that increases your capability to deliver results
- Understand how a person's mindset and the organisational system drives behaviour, impacts decision making and affects your ability to influence stakeholder interactions and outcomes
- Develop a personal approach to enhancing your effectiveness in building collaborative networks and constructively challenging executives and sponsors to secure better outcomes
- Tailor your communication processes to enhance your capability to secure agreement across diverse stakeholder groups
- Be equipped with new tools and skills to more effectively work in complex and ambiguous environments
- Increase your confidence in applying these skills and techniques in different situations



WHAT YOU'LL WILL RECEIVE

- One day of training – packed with activities, case studies, latest ideas and research, and practical tools that can be applied at work
- A copy of: “Step Up – How to build your influence at work” and “Career Leap - How to reinvent and liberate your career”
- A personal journal for reflection
- Completion of online diagnostic and pre-course reading
- Forty-page workbook with ideas, insights and learnings
- Reading list, resources and activities for further learning
- Access to ongoing material and learning ideas post the session



Michelle Gibbings is *the* Workplace Expert

In a time of unprecedented change, Michelle is bringing back the happy to workplace culture by getting people comfortable with embracing the unknown. Working globally, she empowers the leaders of tomorrow with practical tools to thrive through complexity, unlock greater self-awareness, and make powerful, wise and congruent choices. Choices that better serve their colleagues, organisation and career.

Speaking internationally, passionately and prominently about better ways to lead, Michelle is in high demand as an innovative keynote speaker, advisor and executive mentor of choice, working with leading corporations and largescale organisations.

As an author, Michelle focusses the spotlight on the shifting paradigms of work and employment. Her best-selling books are must-have tools for both employees and managers - 'Step Up: How to Build Your Influence at Work', 'Career Leap: How to Reinvent and Liberate your Career', and most recently 'Bad Boss: What to do if you work for one, manage one, or are one'.