



## Four Quadrant Leadership

### Course Overview

The principles and practices of Four Quadrant Leadership are founded on centuries of accumulated evidence from history, philosophy, science, ethics and other sources of knowledge and wisdom. When these principles are being constantly demonstrated, competent managers can become excellent leaders.

- Number one reason people quit their jobs – their boss
- 50% of all employees would fire their boss if they could
- Poorly led work groups are 50% less productive, 44% less profitable  
(Source: Gallup study of over one million employees)

Four Quadrant Leadership is a comprehensive leadership system used in thousands of companies spanning the globe – to assist individuals in both recognising their capabilities as a leader and demonstrating those capabilities with clearly defined, proven, leadership practices.

It is the culmination of more than five decades of extensive research and testing by world renowned behavioral scientist Wilfred Jarvis. This informative three-day seminar has been specifically designed for *senior and middle management positions* with the aim of introducing a clearly defined 'system' of deliberate skills and techniques that will further develop and enhance, all forms of decision making, delegation, communication and motivation.

**Course Pricing**                    \$1195.00 + GST

<b>Course Dates</b>	10-12 March	Auckland
	19-21 May	Christchurch
	16-18 June	Wellington
	3-5 August	Auckland
	20-22 October	Christchurch

## Four Quadrant Leadership Refresher

### Course Overview

This 1-Day refresher provides an opportunity for all past attendee's to re-evaluate, re-educate, and re-immense themselves in the important skills and techniques of 4QL.

These include:

- Revisiting the 'Quadrants' – What they mean, how they work, communication and delegation
- The 'Energies Dimension' – Its impact on you, your team and the bottom line
- Influence through relationships – the power of empathy and credibility
- Re-defining 'Job Efficiency' - constructive energies and productive skills

**Course Pricing**                    \$495.00 + GST

<b>Course Dates</b>	5 May	Auckland
	28 September	Christchurch

## Sales Management Programme

### Course Overview

This Sales Management Programme (SMP) has been developed assist and equips managers with the tools and techniques to more effectively 'lead' their sales teams to higher levels of achievement. This two day workshop will focus on a deliberate management approach that will encourage self-motivation, clearly defined sales targets, and further refine and improve the systems and processes and to deliver a faster, more accurate, and more efficient offer to your customers.

This high energy, high impact, professional training experience will challenge attitudes, change behaviours and inspire an improved culture of professionalism, and *excellence in Sales Management* within your business.

**Course Pricing**                    \$895.00 + GST

**Course Dates**                    25-26 June                    Christchurch  
   10-11 November            Auckland

## G.U.E.S.T Sales Development

### Course Overview

The Super Sales seminar introduces a five stage sales standard that attendee's will learn and then apply to equip them to sell well, every day with every customer. These non-negotiable sales disciplines will ensure your employees have the right attitudes and skills to be a successful sales professional within your team.

**Course Pricing**                    \$795.00 + GST

**Course Dates**                    17-18 March                    Christchurch  
   26-27 May                        Auckland  
   21-22 July                        Wellington  
   11-12 August                    Christchurch  
   13-14 October                    Auckland

## Time & Self Management

### Course Overview

If you are constantly running out of time, wishing you had more time or just can not achieve your responsibilities or goals then this 1-day seminar focuses on values based self management. Given it is the same 24 hours, clearly some people are applying very different skills, energies and attitudes than others. This seminar will get the attendee to 'look into the mirror' and to determine what matters most.

**Course Pricing**                    \$695.00 + GST

**Course Dates**                    19 March                        Christchurch  
   28 May                            Auckland  
   23 July                            Wellington  
   13 August                        Christchurch  
   15 October                        Auckland

## Coaching for Performance

### Course Overview

This is an interactive, high impact, professional learning experience that will challenge attitudes, and arm managers with the tools to create a coaching conversation within their organization with the aim to motivate and improve the performance of their team.

The key to this seminar is to introduce attendees to a powerful coaching model which provides a structure and process to deliver them with both the necessary skills and confidence to effectively coach at all levels with the organisation.

**Course Pricing** \$895.00 + GST (includes the course and a further 2 months of one on one coaching)

**Course Dates** 21 April Christchurch  
15 September Auckland

## Presentation Skills

### Course Overview

Standing up in front of your colleagues or clients to give a presentation can be a daunting experience however having that ability to give effective presentations that people will remember is a key factor in many roles within organisations today. It is essential therefore that your presentations are well prepared, professional, and delivered in a manner that positively captures the audience. This seminar will give you the confidence and skills to plan, prepare and deliver a presentation that will get your message across with impact.

**Course Pricing** \$495.00 + GST

**Course Dates** 4 May Auckland  
29 September Christchurch

## Conflict Resolution

### Course Overview

Let's face it dealing with conflict in a work situation can be difficult for many people. Been able to handle that awkward personality, disruptive behavior or explosive situation in a manner where you can remain calm, stay professional and show empathy and take meaningful action is vital to reach a complete resolution. Even with the best intentions you may not agree with the thoughts, opinions and attitudes of others. This can quickly lead to a conflict situation. The fact that conflict exists is not necessary a bad thing as long as it can be resolved quickly as it can lead to personal and professional growth. This seminar will cover all the key competencies to successfully identify, assess and solve conflict in the workplace.

**Course Pricing** \$495.00 + GST

**Course Dates** 7 July Christchurch  
24 September Auckland

## Negotiation

### Course Overview

Having effective negotiation skills has become a vital part of your personal toolkit. Achieving best outcomes for all parties involved with a win/win approach is desirable for most businesses today if they are looking to develop and build long term relationships. The aim of win/win negotiation is for all parties to find a suitable solution that is acceptable and where everyone feels they have had some wins along the way. This seminar will look at how to effectively reach that outcome where everyone can walk away having found the best mutually acceptable compromise.

**Course Pricing** \$495.00 + GST

**Course Dates** 14 July Christchurch  
6 August Auckland