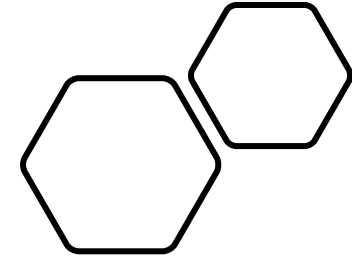


Floyd Woodrow
Leadership Training Proposal
For AO World



CAVEATS

This is a draft
Training takes place over 6 months
Costs are for personnel only and exclude
VAT, travel, accommodation, materials
and printing costs.



Your purpose, your dream. A job, skill, or ambition that requires hard work and commitment to achieve. This Super North Star sits on the horizon and no matter the obstacle keeps drawing you forward. This is the adventurer side of you.

Your warrior spirit is about your strength of character, your desire to step into the pressure zone and fight for what you believe. It is where you have the appropriate skill sets, mental and physical resilience, you are courageous, committed and determined to succeed. You are a decision maker and team player where necessary. You ensure you get to each milestone no matter what.



Your values and behaviours are critical to achieving your purpose. If your ethos is ethical and authentic you are on the correct path. Then you must establish the team code of conduct this ensure that the teams behaviours are aligned in order to ensure that the team result comes first.

You need to be a strategist, to have a clear plan derived from facts and analysis with realistic milestones and contingencies in place. To be patient, and communicate your strategy in all mediums to those who have to deliver it. To be ego-free and ethical.



Developing The Team

The Compass for Life Performance Programme will highlight opportunities for the team in terms of building Trust, Constructive Conflict, Commitment, Accountability and Focus on Team Results. We will also look at each individual's vision, strategic understanding, values and decision making under pressure. Floyd will use his highly effective Compass for Life model. The key outcome for this is alignment of the team moving forward and their individual awareness of the strength and weaknesses as a leader.



Understanding Yourself And Others

This workshop will aim to increase individuals' awareness of their own personality and style as well as those of their team. They will learn the principles of building productive commercial relationships, relationship management internally and externally. The individuals will learn powerful communication strategies, influencing skills as well as elicitation skills. The team will use this knowledge collaboratively to develop business opportunities and commit to plans of action to be taken before the next workshop. The team will learn the benefit of having values and building rapport. They will become Compass for Life Leaders and start to take the lessons learned back into the work-place to inspire and motivate their team and colleagues. The key outcome is that they become role models to develop a depth of leadership throughout the organisation.



Compass For Negotiation

This will be an intensive and highly interactive day of learning how to negotiate. We will provide each student with a set of world-class field-tested communication, negotiation and influencing skills using the negotiation stairway. This is an experiential day and highly demanding. It will enable us to review the training to date and make adjustments moving forward. The key outcome is to test the individual on the skills they currently have and make them aware how to communicate at the highest levels.



Planning The Future

This workshop will focus on sharing success at a personal and team level. Each student will learn to be a strategist at a political, operational and tactical level. They will learn about the need to communicate their strategy effectively and understand how important it is to commit to plans for the future. This element will include the co-coaching of others and how to lead without authority. The key outcome is that each individual will understand the need to think logically and analytically but also apply wisdom, common sense and judgement to any situation.



Understanding Risk

This workshop will get the teams to understand risk analysis and opportunity. This will enable the student to understand how the decisions they make need to be balanced. We will engage with a number of leaders who will explain their journey to date and give thoughts on how they overcame adversity. Mindfulness training will also be conducted during this session alongside mental and physical resilience training. The key outcome is to build resilience throughout the organisation and confidence in each leader.



The Future And Taking People With Me

This workshop is designed to bring all aspects of the course together and enable the individual students to become Compass navigators and develop their own teams Compass for life programme. The key outcome is to ensure each individual is now aware of the ability to drive the business forward and leave their own legacy.



Team Training

+

1-on-1 Mentoring



Team Training

+

1-on-1 Mentoring



Team Training

+

1-on-1 Mentoring



Team Training

+

1-on-1 Mentoring



Team Training

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1-on-1 Mentoring



Team Training

+

1-on-1 Mentoring



SLT



Developing The Team - OFFSITE



Understanding Yourself And Others



Compass For Negotiation



Planning The Future



Understanding Risk



The Future And Taking People With Me

DIRECTORS



Developing The Team



Understanding Yourself And Others



Compass For Negotiation



Planning The Future



Understanding Risk



The Future And Taking People With Me

MANAGERS

OPTIONS



COMPASS COMMUNITY

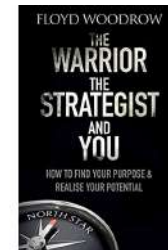
TEAMBUILDING



SPY SCHOOL



NEGOTIATOR TRAINING



BACKPACK



Compass For Life



MY VALUES



MY TEAM



MY STRENGTHS



MY HABITS

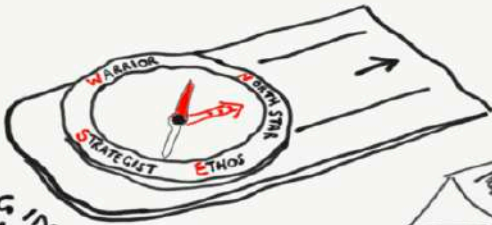


ACTIONS



WELL-BEING

MY BIG IDEAS





People Generating Success

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