

# Winning Through Team Dynamics

Bring the Uniqueness of Your People Together

## Insights for Team Excellence

This interactive and energetic workshop will enable your team to understand:

- Different ways of working within the team
- Team strengths and blindspots
- Their individual contribution to the team
- How to leverage diversity within the team
- Actions to help improve team performance



Harnessing diversity within your teams will reduce conflict, enhance communication and significantly improve business results. The Winning Through Team Dynamics programme will help your teams recognise and leverage their diversity, allowing them to unlock their collective performance.

Many organisations try to standardise what they see as excellence, developing an 'ideal blueprint' or 'must have' list of traits in its people.

Whilst this certainly offers consistency... and some may argue reliability... it can also restrict innovation, create complacency and generate an often narrow view of the world.

After all, consistency and reliability is fine....but if it's mediocre performance that your business is experiencing as consistent and reliable, those words represent a whole new meaning!

**Take a different approach.** Equip your people to understand the diversity in their teams and you'll experience real performance improvements. It's actually when the differences in people are harnessed together that a team can truly shine.

This programme offers a fresh perspective that allows each individual to truly **recognise the value of the team's diversity** and how everyone's contribution, when combined together, can make a real and positive impact on performance.

"Coming together is a beginning. Keeping together is progress. Working together is success"

Henry Ford

## What to Expect

A one day workshop for up to a total of 12 participants. The workshop is highly interactive and uses exercises to help participants learn about their personal strengths and blindspots and how their types combine to create an overall team type – with a personality all of its own!

By the end of the workshop, each participant will understand how their personality type influences their contribution to the team and how to leverage the team's dynamic to achieve enhanced performance. An action plan is agreed to ensure the team are committed to continuing performance improvements long after the workshop has finished.

At the end of the workshop each participant will receive a personalised Team Report that explores the different personalities within the team and highlights strengths and potential blindspots.

As the programme uses the highly respected Myers Briggs Type Indicator® MBTI® framework all participants should already know their MBTI® Type. If required, this programme can be combined with 'Understanding Team Differences' to first determine their individual MBTI® Types.



## About Me

Unlocking the performance in your people is the single most impactful thing you can do for your business. Their potential is enormous and an early and often small shift in performance can create outstanding results.

### My business is about helping you unlock that performance

Whether it's one-to-one coaching, developing leaders, or building strong and cohesive teams, I help drive and inspire incremental value from what you already have.

While the economy remains challenging, achieving more with the same has never been so important.

Working with sales leaders and teams in the technology industry I help them explore their own potential to be the **exceptional individuals they already are.**

### More Solutions Available:

- Executive Coaching
- Discovering You
- 360° Insights
- Manager as Coach
- New Manager Programme
- Influential Leadership
- Understanding Team Differences



### Discover More...

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