

NEW 2-DAY  
MASTERCLASS

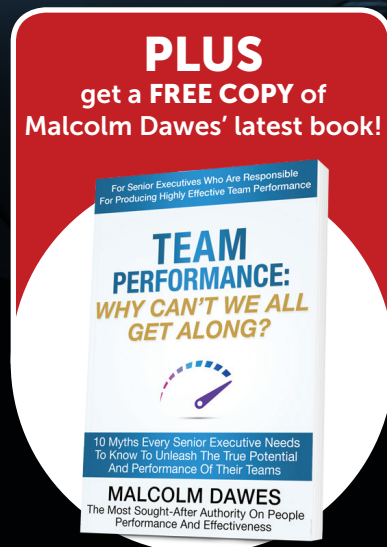
# Leading High Performance Teams

WELLINGTON | 5-6 AUGUST 2019 / AUCKLAND | 8-9 AUGUST 2019

**DEVELOPING THE LEADER IN YOU TO CREATE  
A HIGH-PERFORMANCE TEAM FOCUSED ON  
DELIVERING BUSINESS OBJECTIVES**

Led by Malcolm Dawes, a highly sought-after authority on developing leaders, people performance and effectiveness; this masterclass will help you to:

- ✓ Be the leader your team and organisation needs
- ✓ Build influential relationships within your team
- ✓ Lead a team that is aligned and focused on delivering results



# Leading High Performance Teams

This **two-day practical masterclass** provides delegates with a comprehensive understanding of the critical behaviours of leadership and the opportunity to develop these skills to make an immediate positive impact on your team and your organisation's bottom line.

## LEARNING OBJECTIVES:

1. Understand the leadership landscape in the modern workplace and **identify the critical skills** demanded by leaders of today
2. Know the different **behavioural styles** of others and how to better communicate with people
3. **Develop a team** that is consistently working towards the common interest
4. **Become a leader your teams respect** and looks to for guidance
5. Gain practical skills to **make an immediate positive impact** on a team's performance tomorrow
6. Grow your **emotional intelligence and self-awareness** muscle to get the best out of everyone
7. Build a **motivation strategy** to support a team's output and the organisations bottom line
8. Discover strategies to **move past team conflicts**

## WHO SHOULD ATTEND?

- ❖ Current or aspiring people managers or leaders
- ❖ Organisational Leaders or executives
- ❖ General Managers
- ❖ Department Managers
- ❖ People and Performance Managers
- ❖ Team leaders and senior team leaders



## LED BY:

### Malcolm Dawes

World renowned performance and leadership expert  
Managing Director, DTA Worldwide & Author

Malcolm is an expert in showing managers and leaders how to increase their interaction effectiveness through behavioural change. For many years, Malcolm has experienced first-hand the struggles leaders face with accelerating the performance of their teams.

He has appeared on numerous radio interviews, in the *Australian Financial Review Business Magazine* and on TV's *"The Profitability Channel"*. Throughout the span of his career, Malcolm has worked across a wide variety of industries including pharmaceutical and medical, retail, banking and finance and a variety of small to medium businesses.

In Malcolm's book *Team Performance: Why Can't We All Get Along?* Malcolm dispels 10 myths that many senior leaders have about unlocking the true potential of their teams. He highlights core issues of human nature and shows how understanding behaviours as a leader and co-worker is the key to team effectiveness.

This masterclass contains examples of **real-world experiences** from all levels of people in a **wide range of industries**. Malcolm is passionate about helping businesses find the elusive answers to their people issues.



*The best interpersonal skills program that I have been on. It has been over a year since I attended his course and I still use the skills he taught me each day.*

Director, Agility Consulting

8:30 - 9:00	Registration and Welcome Coffee
9:00 - 10:30	Session 1
10:30 - 11:00	Morning Break
11:00 - 12:30	Session 2
12:30 - 1:30	Networking Lunch
1:30 - 3:00	Session 3
3:00 - 3:30	Afternoon Break
3:30 - 5:00	Session 4
5:00	Course Ends

The following session topics  
will be covered over the course  
of the two-days

## New concepts and frameworks for leadership in the modern workplaces

Great leaders are an organisation's competitive advantage in the war for market share and talent. This session will deep dive on some of the latest strategies and frameworks being used to build high performing and agile teams.

- > Move from a management to Leadership mindset – how to differentiate yourself as an influencer in your organisation
- > Understand the critical behaviours exhibited by leaders to drive High-Performance teams
- > Learn how to step into any team and create unity and collaboration
- > Master the art of building influential relationships that you can leverage across the entire organisation

## Understand how to disable emotional responses to avoid miscommunication and reactionary decision making

This session will look at how emotions can affect communication and cloud the decision making process. It will provide ideas and strategies for recognising emotionally driven decision and responses.

- > Understand how to overcome the limitations that personal beliefs and values play in a team environment
- > Learn how to disengage 'fight or flight' reactions to create 'safe zones' for more effective communication
- > Effectively communicate and influence others to get the results delivered

## The role of a team's Purpose in achieving business outcomes

An effective leader can bring together a diverse and talented group of individuals to work together in pursuit of a common purpose. This session will explore how to create a High-Performance team with a clear purpose which is connected to delivering on team and business objectives.

- > Create an aligned team, driving towards and delivering on common outcomes
- > Understand why having a Purpose and Objective are crucial for building a High-Performing team
- > The essentials in how-to create a team purpose that aligns and motivates delivering business objectives
- > How to get buy-in and engagement from all team members

## Enhancing team performance through Emotional Intelligence (EI) and Self-Awareness

A high level of EI is an essential skill for effective leadership. This session will explore how different behavioural styles impact upon personal and team relationships. It will discuss how to leverage different behavioural styles to maximise the contribution of your immediate team, plus others across departments.

- > Understand how to use EI to connect with and influence others
- > Learn how to increase your personal resilience to perform under pressure
- > Become an Emotionally Intelligent, self-aware leader that the organisation respects and responds to

## Creating the right environment to engage and motivate individuals to deliver quality team outputs

This session will move your thinking beyond the 'warm and fuzzy' of motivational theory and establish how to get a team engaged when the stakes are high, and team dynamics are under pressure. It will provide practical tips for creating a team culture of accountability and self-leading individuals.

- > Create the optimal environment for a High-Performance and accountable team
- > Engage employees to act in a purposeful manner
- > Understand individual's different needs when it comes to motivation and adjust your behaviours accordingly
- > Demonstrate the behaviours that build relationship and motivates

## Practical discussion: Have a specific challenge in your workplace?

This is your opportunity to work through and develop a strategy for a complex team issue...and apply what has been discussed in the Masterclass, back in the office.



**Malcolm helped "glue" the team together. Many of the participants of the programs regard it as the best personal & professional development they have ever done, even years down the track.**

National Sales Manager, Astra Zeneca



# Leading High Performance Teams

## PRICING OPTIONS

Register today and save with our **EARLY-BIRD DISCOUNTS!**

	SAVE \$600	SAVE \$500	SAVE \$300	
	Book Before 10 May 2019	Book Before 31 May 2019	Book Before 21 June 2019	Base Price
2 Day Masterclass	\$1,899	\$1,999	\$2,199	\$2,499

All prices are in NZD and exclude GST. The Group Discounts compound on top of the Early-Bird Discounts. Early-bird discounts are subject to availability. A credit card fee is applicable of 1.25% for Visa and 1.5% for Amex

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### Company Details

Company Name   
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## TERMS & CONDITIONS

- Payment terms: Payment is due within 14 days of the date of your invoice or immediately if the event will be held in less than 14 days between the invoice and start date. Payment must be received before the event date in order to allow you entry.
  - Upon registration all invoiced sums, including applicable taxes, are payable in full by the delegate to Aventedge.
  - Should a delegate be unable to attend the event a substitute delegate is welcome at no extra charge. However, no pass sharing at the event is allowed.
  - Should a delegate be unable to attend the event and wish to cancel their registration then this will be subject to the following:
    - All requests for cancellation need to be made in writing to the relevant Aventedge office
    - Cancellations are only permitted 28 days or more before the event date. A \$250 + GST administration fee will be charged per delegate
    - 15 to 27 days before the event date: no refunds will be allowed, however, a credit voucher valid for 12 months will be issued. A \$250 + GST administration fee will be charged per credit voucher
    - Within 14 days before the event date: no cancellations or refunds permitted
    - Registrations can be transferred to a colleague from the same company before the event without a fee
  - The event pass is valid for the designated person only. Pass sharing is not permitted.
  - Aventedge will make its best endeavours to run the event per the published programme but reserves the right to alter the programme without notice including the substitution, alteration or cancellation of speakers, topics or the alteration of the dates of the event.
  - Aventedge is not responsible for any loss or damage as a result of a substitution, alteration, postponement or cancellation of an event.
  - All Intellectual Property rights in all materials produced or distributed by Aventedge in connection with this event is expressly reserved and any unauthorised duplication, publication or distribution is prohibited.
  - Client information is kept on our database and used to assist in providing selected products and services which may be of interest to the Client and which will be communicated by letter, phone, fax, email or other electronic means.
  - Important note: While every reasonable effort will be made to adhere to the advertised package, we reserve the right to change event dates, sites or location or omit event features, or merge the event with another event, as deemed necessary without penalty and in such situations no refunds, part refunds or alternative offers shall be made. In the event that we permanently cancel an event for any reason whatsoever, (including, but not limited to any force majeure occurrence) and provided that the event is not postponed to a later date nor is merged with another event, the Client shall receive a credit note for the amount that the Client has paid to such permanently cancelled event, valid for up to one year to be used at another Aventedge event. No refunds, part refunds or alternative offers shall be made.
  - Governing Law: This Agreement shall be governed and construed in accordance with the laws of the country this event is being held, and the parties submit to the exclusive jurisdiction of the Courts in that country. However, Aventedge only is entitled to waive this right and submit to the jurisdiction of the courts in which the Client's office is located.
  - If you need to contact us for any reason concerning your registration, please email us at [billing@aventedge.com](mailto:billing@aventedge.com).
  - If, for any reason, Aventedge decides to cancel or postpone this conference, Aventedge is not responsible for covering consequential costs (airfare, hotel, or other travel costs) incurred by clients.
  - Completing and returning this Registration Form to us implies acceptance of the above Terms & Conditions.
- Occasionally your details may be obtained from, or made available to, external companies who wish to communicate with you offers related to your business activities.

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For Senior Executives Who Are Responsible  
For Producing Highly Effective Team Performance

**TEAM  
PERFORMANCE:  
WHY CAN'T WE ALL  
GET ALONG?**



10 Myths Every Senior Executive Needs  
To Know To Unleash The True Potential  
And Performance Of Their Teams

**MALCOLM DAWES**  
The Most Sought-After Authority On People  
Performance And Effectiveness

All delegates will receive a **FREE**  
copy of **Malcolm Dawe's book:**

**Team Performance: Why Can't  
We All Get Along?**

This book is designed to help you dispel the 10 myths that most executives have about unlocking the true potential of their teams. If you're an executive or manager wanting to transform your team into a "world-class" high-performance team, then this is the book you have been looking for.