

Team Coaching

Successful groups become teams through disciplined pursuit of performance. They **shape a common vision** or purpose, agree on **performance goals**, define an agreed working approach, develop high levels of complimentary skills, and hold themselves mutually accountable for results, and perform best when management make clear performance demands.

Team basics include: good interpersonal, problem-solving, technical and functional skills. Mutual and individual **accountability**. **Commitment** to specific goals, a common approach and meaningful **purpose**. As well as developing **shared values**, common beliefs and develop **trust** and **motivation**.

Group Coaching

MindSkills workouts are inspirational 90 minute bite-size face-to-face learning, skills and behaviour change events. Designed to be short, succinct, punchy and fun these easily digestible learning chunks are available to **deliver at very short notice** in 20 different topics. Presented in small group coaching sessions delivering many times the impact, in far **less time**, at a **fraction of the cost** of conventional training, learning and development. Module topics. How to:

- Create a Strategic 'Big Picture' VISION
- Boost Self-CONFIDENCE & Self-Esteem
- Become an Effective Manager as COACH
- Make Better and Quicker DECISIONS
- Ensure Your VALUES Lead to Success
- Become More CREATIVE & Innovative
- Influence Through POWER & Politics
- Build GRAVITAS & Imposing Presence
- Some Key Words INFLUENCE & Persuade
- DELEGATE Effectively
- Turn Stress into CALM Control
- Boost Your MOTIVATION Quickly
- Use RAPPORT to Boost Communications
- Master Feelings, Moods and EMOTIONS
- Manage CONFLICT in Any Situation
- Use BODY LANGUAGE to Communicate
- Set and Achieve Challenging GOALS
- Accelerate LEARNING of Anything.

Coaching Consulting

Designed to help you develop a stronger coaching culture, provide professional training for internal coaches and/or managers as coaches, and enable you to close important talent and leadership competencies framework gaps.

Quick MindSKILLS Mastery – FREE Email Tips

These best-practice email tips are about **'HOW' to run your business brain** to get better results, learn new skills faster and make lasting changes. This regular series of high-impact guidelines will **boost personal effectiveness** and take your capabilities, skills and traits to a new level. Membership is open to individuals and organisations.

BOOK: High Performance Coaching
www.MattAndBuzz/Business

FREE regular tips by email are also available. Contact via our website or email your email address to us.

Local & Global Executive Coaching

For instant lasting, results, performance and change

All **in-person**, team and group coaching services are available in The City and greater **London** areas, and throughout the UK and Europe. **TeleCoaching** (phone + Skype video) services are available 24/7 worldwide. Our coaches are **experienced business people**, are graduate **management/psychology** majors and certified trainers of **NLP** (neurolinguistic programming). Our tailored solutions coaching might for example, involve removing **past blockages** (remedial), improve **performance** and **skills**, as well as help **fulfil potential** (and beyond!).

"Simple yet powerful way of transforming ideas into workable action." FTSE 100 Senior Manager.
"A highly powerful approach to achieve results." Successful Entrepreneur and SME Chairman.
"I have greatly benefited from the experience ... developed new ideas and insights ... changed the way I do things ..." Managing Director Plc.

Contact NOW for a 'no-obligation' confidential review with Executive Master Coach **David Norman** on:

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NB. If not applicable please pass to an interested colleague, associate or friend

For: Individual Business and Public Sector - Leaders, C-Level Executives, Directors, Managers and Professionals + Entrepreneurs

NEW! Immediate Impact
'Recession Proof'
Coaching

How to **Instantly** Boost Your Career Prospects AND Business Results *with Executive Coaching*

Improve performance, learn new skills, fulfil your potential, eliminate bad habits, reduce stress, fear and anxiety, be a more inspired communicator, close competencies gaps & make lasting behaviour changes NOW

Sharpen decision-making, develop clear and focused goals, handle conflict better, enhance motivation, align vision and values, increase confidence, strengthen relationships, reduce worry, enhance your stature and gravitas, overcome negative emotions, feel comfortable under pressure, be more creative, build team collaboration, think more strategically, be a more influential networker, develop your intuition, become a more authentic leader, strengthen self-belief and be a more persuasive sales person, negotiator and presenter

Invest in Yourself NOW. Call:
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www.LeadershipDynamix.com

High-Impact Executive Coaching

For exceptional results, performance and change

Leadership DynamiX have a successful 15 year track record coaching many hundreds of executives, managers and professionals in blue chip and other firms. Working with individuals, teams and groups we focus on delivering: 1. Proven hard **results**, 2. Measurable **performance** improvements, 3. Deep generative **learning** and development and, 4. Lasting **behaviour changes**.

'Recession Proof' Coaching **NEW!**

How to **feel positive** despite bad financial and business news and turbulent economic conditions. Unrelenting negativity tends to reinforce a deepening mood of gloom and despondency. Beat the credit crunch by reframing perception of the gathering storm clouds to find the 'silver lining' that will enable you to think, feel, act and behave more upbeat, positive and opportunistic.

Very specifically it will **replace feelings of anxiety, anger and fear** by a more calm and confident optimism. Enabling you to feel more positive, boost your confidence, energy and motivation. Helping you make rational decisions and act more resourcefully in tackling both everyday and longer-term strategic challenges.

Performance Coaching

When there's **pressure to deliver better results quickly**. Or perhaps urgently prepare a key individual for a board or more senior appointment. Or perhaps get a stalled though otherwise promising career firmly **back on track**.

This bespoke coaching could include for example: eliminating damaging habits and behaviours, sharpening goal focus, developing a more effective leadership style, being more outgoing and persuasive or strengthening interpersonal and presentation skills.

Development Coaching

This work is structured around **accelerating career growth** whilst overcoming weaknesses and boosting strengths. May also use psychometrics to identify **competencies for future success** and remedy less obvious shortcomings or potential derailers.

Addresses all areas of professional growth and development, verbal and nonverbal interpersonal communications, leadership style and talent development needs, accelerated learning and change management.

Leadership Coaching

This unique programme offers step-change improvements in three core leadership areas:

- **Vision** – Creating big visions and making them happen quickly. This involves developing and sharing an inspiring and empowering strategic vision. Leading change through balancing challenging goals with a big picture perspective and short-run performance needs.
- **Stature** – Enhancing presence, gravitas and charisma. This means delivering passionately on your visionary promises. Adjusting, developing and projecting your authentic self-image. Demonstrating integrity. Walking-the-talk by reinforcing personal congruency, aligning values and building total self-confidence/esteem/belief.
- **Commitment** – Fostering mobilisation, relationships and collaboration. Getting buy-in through inspiration, influence and persuasion. Creating strong partnerships, teams and alliances. Fine-tuning communications capabilities in presenting, talks, negotiations, meetings and media. Boosting motivation and morale.

Career Transition (Outplacement) Coaching

During this important period of career and life transition we will provide you with the **advanced capabilities and skills** to turn a negative even devastating experience into feelings of renewed positive drive and resilience.

This would involve personally tailoring: goal focus and clarity, more optimistic **motivation** and zeal, enhanced interviewing techniques, fine-tune CV resume, **networking** skills, **self-image** projection, presentation preparation, **communications** and **leadership** development. As well as provide on-going support.

Sales Performance Coaching

This coaching builds on the powerful influencing strategies, values, beliefs, states, confidence, motivation, language and gestures used by 'born' sales persons who habitually

use them to build trust, melt resistance and **quickly close sales**. This involves developing or fine-tuning step-by-step the skills needed for careful questioning and listening for creating and maintaining **loyal relationships** in face-to-face, telephone sales or customer support. Covering the **complete sales cycle** from cold calling, prospecting, qualifying, meetings, closing, support to after-sales. Many techniques are natural, convincing and subtle.

Professional Investor Behaviour Psychology Coaching

This unique one-on-one coaching is designed to boost individual and/or team fund manager performance, productivity and results in 5 general areas: **Concentrating** and focusing - more effectively and for longer periods, managing and **detaching emotions** – to deal efficiently with both setbacks and success, removing **psychological blocks** to effective performance - like over-optimism and obsessive behaviour, overcoming **problematic behaviours** and reversing bad habits - like risk intolerance, remorse and over-confidence, and acquire new or **improved behaviours** - of positive self-talk, discipline, goal clarity, pressure/stress and learning from mistakes.

Executive Golf 'Mind Game' Coaching

Lower your handicap and boost your business. The mental game of golf is a powerful metaphor for communicating, change and learning about people, business and life: **Golf** • Focus on the smallest target rather than the hazards you want to avoid • Stay calm and confident under pressure • Looking back from the greens is as good as looking forward from the tees. **Business** • Focus on goals you want rather than problems you want to avoid • Stay calm, congruent and focused under pressure • Planning 'back from the future' improves forward planning. www.Mind4Golf.com

Past and present clients: 3M, Alfa Laval, Alliance & Leicester, Anglia Water, Axa, Birmingham Airport, Braxxon Technology, BT, CarnaudMetalBox, Cushman & Wakefield, EMC, European Commission (Brussels), Ford, Fujitsu Services, GlaxoSmithKline, Group4Securicor, Holman, Fenwick & Willan, M & G Investments, Management Centre Europe (Brussels), Merck, Perstorp, Prudential, Smiths Group, Sun Microsystems, Trinity Mirror, Wilson Bowden