

'Leading People to Engage and Perform' Programme 2024

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LEADERSHIP

IS ABOUT MAKING
OTHERS BETTER AS
A RESULT OF YOUR
PRESENCE AND
MAKING SURE THAT
IMPACT LASTS IN
YOUR ABSENCE

What is the 'Leading People to Engage and Perform' Programme?

It is an online facilitated programme, delivered via Teams, consisting of:

- A 1 hour Introduction Workshop to introduce and engage the delegates in the forthcoming programme
- 5 High impact interactive workshops spread over several months, allowing time to focus on key areas and giving the participants the opportunity to practise new techniques between workshops.

9 modules in total, each covering behaviours and skills that transcend positional power in driving and influencing others' actions, engagement and commitment.

In addition, there will also be practical activities to complete between workshops.

This programme will suit those at any level who:

- Are new to a leadership role or have never received any formal management training
- Are in roles where they need to manage people or influence others
- Are experienced and in need of a refresher
- Are business owners who have to lead/manage people

What is covered on the programme?

Each workshop will cover behaviours and skills that transcend positional power in driving and influencing others' actions, engagement and commitment

As a result of this programme the delegates will be able to:

- Develop self-awareness above and beyond their current understanding
- Recognise individual and organisational impact on change
- Understand how to prioritise their time more productively
- Develop techniques to increase engagement with their people
- Be able to give constructive feedback and tackle challenging conversations
- Develop an understanding of how people communicate effectively
- Recognise the attributes great teams and their leaders require
- Develop activities to move individuals/teams to a high performance level
- Learn how to use different styles of leadership at different times with different people
- Understand how to coach persuasively to benefit both themselves and their employees
- Build an ongoing performance improvement grid for self improvement

What is the cost to attend the programme?

Each cohort programme costs a one of payment of £450 per delegate to include:

- 1 x One hour introduction and engagement workshop
- 5 x Three hour workshops spread over 3-4 months

Optional extra:

'One to One Coaching' fee post programme: £150 per session

Notes:

- As the training is delivered online there are no additional/hidden costs to be added
- To book delegates onto the 'Managing People to Perform' Programme please return to the website page and click on the booking section
- The above costs do not include VAT which will be charged at the standard rate on all invoices

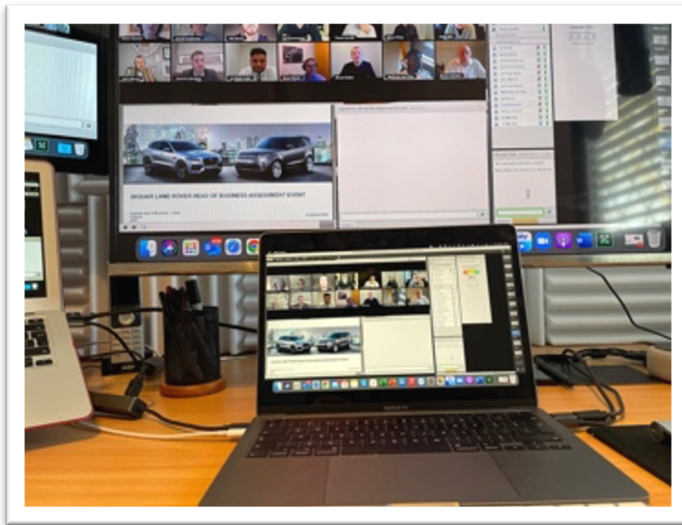
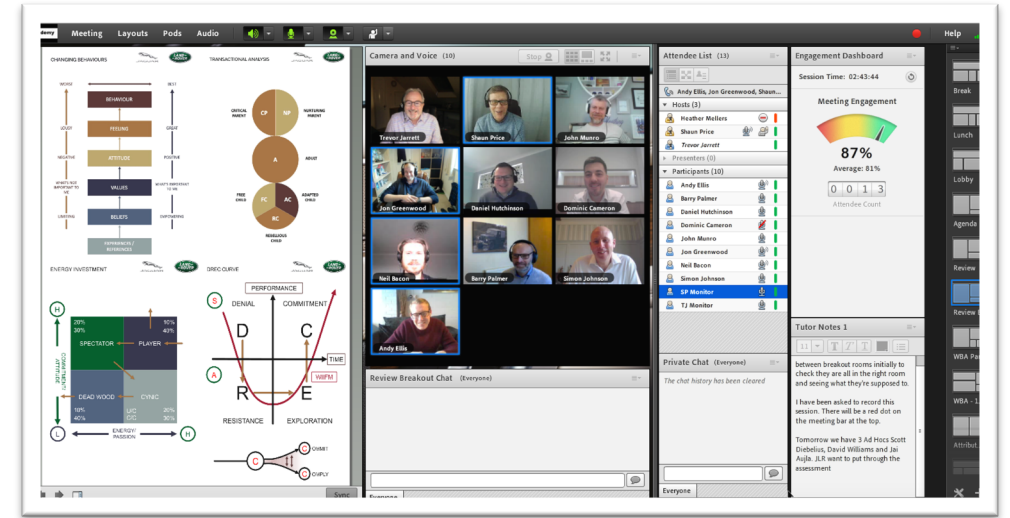
Shaun Price – 'Coaching and training the best out of people'

- Following a highly successful sales and leadership career in the advertising, automotive and financial services sectors, Shaun became an independent consultant. He specialises in 'behavioural change' workshops and programmes that he has delivered throughout the UK and Europe for numerous corporate companies and SME's. These have been conducted both in the classroom and more recently online, from his purpose built studio.
- His delivery style is very interactive, creating an environment in which to explore important points and embed key messages. Shaun inspires and motivates delegates on his programmes to implement change within themselves. He delivers a powerful mix, combining a strong presence and a 'unique' sense of humour, alongside proven business acumen.
- One of Shaun's additional talents is as Facilitator and Speaker for large corporate events. He is also regularly utilised by his clients to facilitate strategy meetings and coach managers and senior executives one to one (both face to face and online).
- A full profile and extensive client/delegate feedback is available on LinkedIn: www.linkedin.com/in/shaunprice1 and on his website: www.shaunprice.co.uk



**Delivering a
blended training
experience**

Delivering a learning experience online from purpose-built studio...



EXAMPLES OF PREVIOUS/CURRENT CLIENTS:



Shaun Price – Leadership Programme Examples

- Delivery of a key leadership change programme including modules on Leading Through Change, Influencing Through Change, Coaching and Feedback. Each module was supported by mentoring clinics. The success of the programme led to further delivery throughout the parent company **(Energy Sector)**
- Development and Facilitation of a 12 month 'Facilitating Futures Talent Programme' for high potential rising stars that resulted in ILM Accreditation **(Facilities Services Sector)**
- Development and delivery of a Leadership Programme for a leading SME, attended by their managers and aspiring managers. This was first delivered in 2017 and continues to be delivered to this day **(Automotive - Fleet Management Sector)**
- Development and delivery of a management development programme and front-line staff self-motivation workshops in a vibrant UK based call centre **(Mobile Phone/Broadband sector)**
- Developed and delivered a ground-breaking 12-month leadership and one to one coaching programme, delivered both in the classroom, onsite and online, to all Heads of Business and Aspiring Heads of Business for a prestige motor manufacturer **(Automotive Sector)**
- Developed and delivered an ongoing programme of 4 online workshops as part of a 'Powering our People Programme' for the management population of a multinational packaging business from 2022 and is continuing throughout 2024 **(Manufacturing Sector)**
- Developed and delivered an ongoing leadership programme of 5 online workshops for the senior leadership team throughout 2022 and 2023 **(Waste Disposal Sector)**
- Developed and delivered a leadership programme consisting of a 2-day onsite workshop followed by a 1 day online workshop. It was delivered to all levels of management (First Line Managers, Senior Managers and Exec team) during 2023 and is continuing throughout 2024 **(Storage Solutions Sector)**

Examples of testimonials from recently completed online workshops. To view all LinkedIn recommendations: www.linkedin.com/in/shaunprice1/details/recommendations



Becky Rayner – HR Business Partner

'I would recommend Shaun for anyone looking for Leadership Development training for their business.

Shaun has a brilliant way of retaining focus and engagement from the group through his informal approach, story telling and humour. Shaun has a wealth of knowledge and experience that he shares within the course and brings the topics to life with personal examples. Shaun helps others to open up and share in the training and it is a really collaborative experience'



Nikolay Lazarov – Shift Team Leader

'I took part in a two day Leadership Workshop hosted by Shaun, along with other leaders from my organisation. The workshop covered four modules and was centred around understanding situational leadership and employing the various leadership styles. We covered different feedback models and worked through topics such as difficult conversations. Shaun did a great job to keep everybody engaged throughout the sessions while coaching'



Tom Stephens – Group R & D Laboratory Manager

'I attended an online leadership course in which Shaun facilitated. He was engaging, knowledgeable and up to date with literature. Shaun connected well with everyone and created a safe, inclusive atmosphere'

MODULE 1 - Introduction Workshop

Facilitator Introduction

Delegate Introduction

Learning Ladder (how we learn, how we improve and grow)

Programme content

Expectations of delegates

How can I make the greatest contribution?

MODULE 2 - MANAGING YOURSELF AND OTHERS

THE 6 KEY PRINCIPLES OF MANAGING YOURSELF

What is your purpose? Who are you as a leader?

Concentrate on your strengths

What are your values?

How do I work at my best?

Where do I belong?

How can I make the greatest contribution?

MODULE 3 – EXPLORING THE DIFFERENCES BETWEEN MANAGEMENT AND LEADERSHIP

Are you a Manager or a Leader?

The difference between Management and Leadership

Traits of bad/good/great Leaders

Great Leaders?

How to move from being a good to a great leader of people

Are you working on the Urgent or Important?

MODULE 4 – ENGAGING EMPLOYEES

How to take people through change effectively

Changing behaviour

How to fully engage employees – Heart Mind and Spirit

How to increase rapport with employees

Why not to manage people by email

MODULE 5 - UNDERSTANDING YOURSELF BETTER

Exploring how your perception can influence your actions

An introduction to Insight Colour Energies and your dominant preferences

Consideration as to how your personal colour preference impacts how you communicate and influence others

Transactional Analysis (Parent/Adult/Child behaviours)

The Chimp Paradox (emotional behaviors)

Transactional Analysis Drivers (what drives us to behave the way we do and how we can use this to get the best out of ourselves and others). Questionnaire/Flip Charts

MODULE 6 – TEAM BUILDING

ABC Challenge. Team task

How to build a successful team

How to develop a successful team

The traits of high performing teams

The 5 Dysfunctions of a Team (Harvard Business Review)

Exercise – Red/Blue Challenge

MODULE 7 - DEALING WITH DIFFICULT CONVERSATIONS

Why we should tackle difficult issues head on ('What we tolerate, we encourage')

How to plan for difficult/challenging/conversations

How to tackle difficult/challenging/conversations

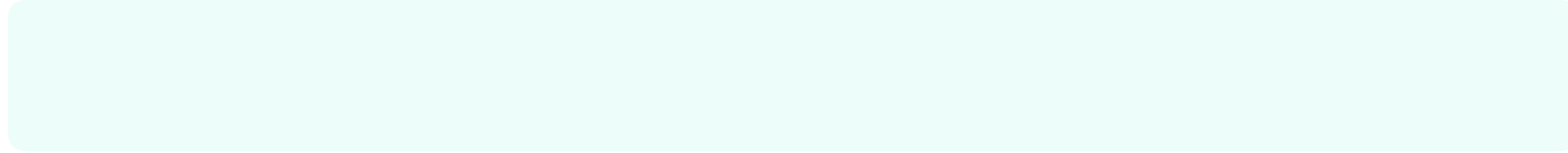
Johari Window (Known and Unknown)

How to give developmental and negative feedback

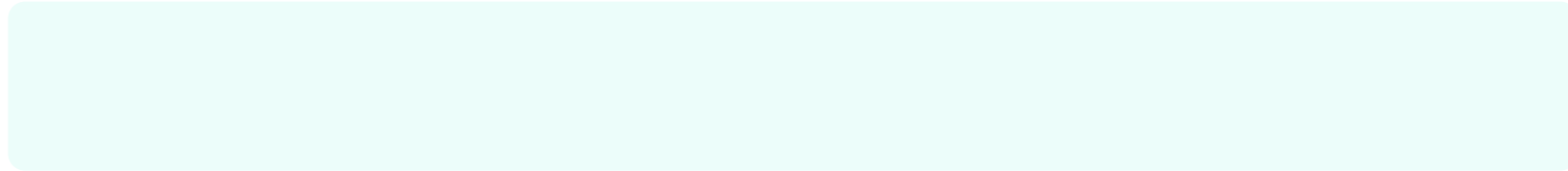
Practice

MODULE 8 - UNDERSTANDING YOUR LEADERSHIP STYLE

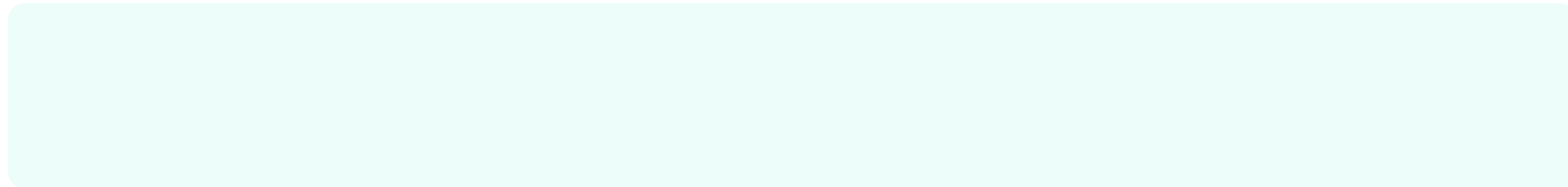
Situational Leadership



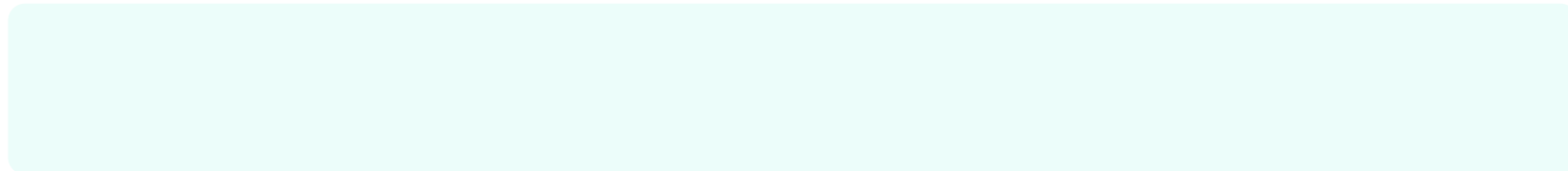
Action Centred Leadership



Questionnaire - preferred leadership styles (Directing/Coaching/Supporting/Delegating)



How and when to flex – 'different strokes for different folks'



MODULE 9 – COACHING

What is coaching?

Unlocking a person's potential to maximise their own performance

How to have an effective coaching conversation

TGROW Coaching Model

Practice makes perfect

WORKSHOP TRAINING/FACILITATION TECHNIQUES

Lecture

Facilitation

PowerPoints

Flip Charts

Breakout Rooms

'Bring it back to the business' (theory – reality)

Feedback from delegates

Business Simulation

Practice
(Real Plays)

Reading Material /
Harvard Business
Reviews

Questionnaires

Project work
(Homework)

Reading
Recommendations
(articles/books)

PIG Grid (build a
Personal Improvement
Grid (Action Plan)

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If you require further information, please contact me:

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