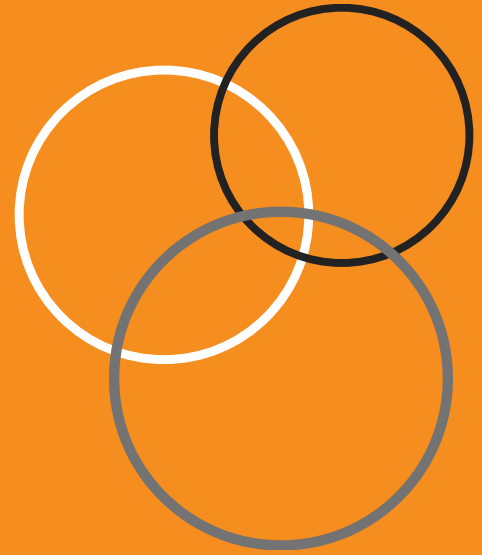
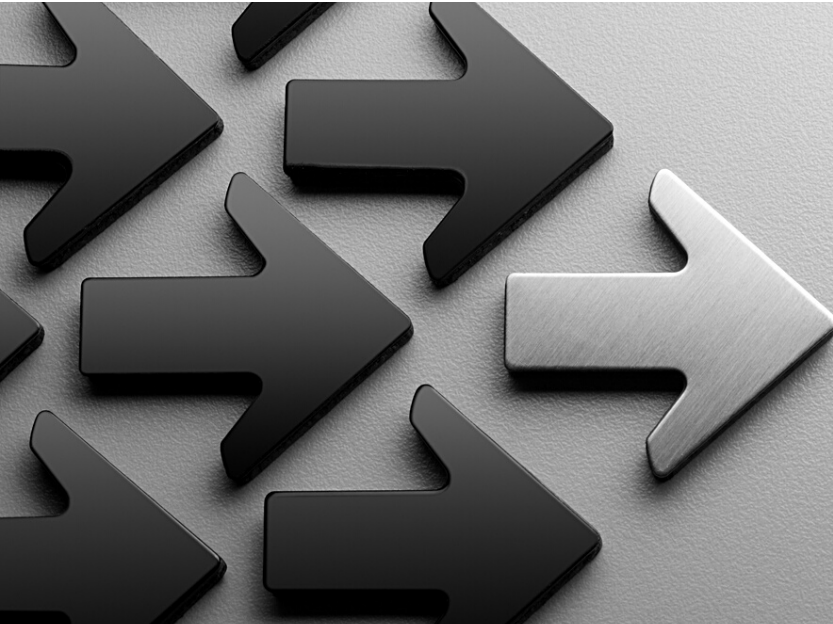


PROGRAM OUTLINE

LEADING WITH EMPATHY MASTERCLASS



empathic
CONSULTING



A PRACTICAL AND INSPIRING MASTERCLASS TO
SUPERCHARGE YOUR CAPABILITY AND GROWTH AS A
MODERN LEADER

BENEFITS OF THIS PROGRAM

- Build leadership **authenticity, understand your values** and boost confidence to lead high-performance teams
- Develop **self-awareness and empathy** to become a more effective leader
- Receive an individual **Team Management Profile (TMP)** to identify work preferences and opportunities to work more effectively with others
- Learn how to **communicate with influence** and build trusting relationships
- **Build resilience** in yourself and others to navigate challenging situations
- Master strategies to **break out of being busy** and become a more strategic leader of your team
- Learn how to solve complex problems by **embracing complexity, collaboration and accountability**
- Shift from being a manager of the process to a **leader of people**



UNLEASH YOUR LEADERSHIP POTENTIAL

Practical, personal, engaging and hands-on, this comprehensive masterclass will optimise your professional performance and accelerate your growth as a leader. Specifically designed for new and emerging corporate professionals, you will gain key tools to thrive as a leader and build your career with drive and resilience.

Designed to build your professional and leadership development, this program has been thoughtfully crafted to optimise your learning experience. You will walk away with tools and resources that leave you refreshed, inspired and confident to lead with empathy to drive performance.

WHAT TO EXPECT

- Before the Masterclass, each delegate completes a Team Management Profile and Individual Report from one of the world's leading psychometric profiling tools
- A personalised learning experience: With a maximum of 25 participants, this intimate and hands-on Masterclass is shaped to give you the opportunity to share your personal objectives and challenges, work in intimate groups to solve problems and integrate your work preferences to receive personalised feedback and insights.
- Build new connections and a support network of like-minded peers: You'll get the chance to collaborate and problem-solve with a new network of emerging leaders, all with a special interest in growing their skills.
- Each participant will work in small groups throughout the modules to provide support, advice and networking between sessions, with many support networks continuing beyond the program as lasting relationships.
- A toolkit of takeaway resources: Walk away with a toolkit of practical resources, frameworks and hacks that you will be able to implement immediately to assist your leadership development journey and career progression goals.

FACILITATED BY DANIEL MURRAY



DANIEL MURRAY
FOUNDER & CEO
EMPATHIC CONSULTING

This masterclass is designed & led by our CEO:

- With 400+ past delegates giving Daniel a customer satisfaction rating of 98%
- As an accredited TMS Associate, we integrate the unique styles of each cohort to facilitate deeper learning
- Highly interactive, engaging and practical: Gain personalised feedback, practical frameworks and a tailored action plan
- Great for Organisations: Group bookings provide the opportunity to work together as a team as well as forge new connections across your organisation

TEAM MANAGEMENT PROFILE

UNDERSTANDING PERSONAL PREFERENCES TO UNLOCK SHARED PERFORMANCE

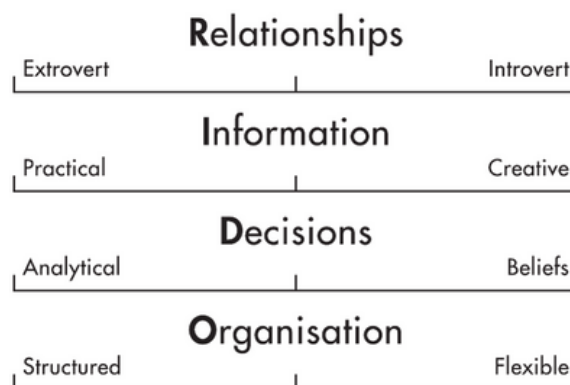
Internationally recognised as one of the world's leading psychometric profiling tools for personal, team and leadership development. This individual profiling and team workshop program offers the practical and actionable understanding to improve team results.

Personal Understanding: Constructive, work-focused profiling helps individuals understand why they do what they do, and how they can develop strategies to improve how they work with others. Their personal profile report gives insights into leadership styles, interpersonal skills communication and team building.

Empathy for Others: Sharing profiles between team members allows people with diverse styles to better understand why their peers do what they do and how they work best. Creating a clear and shared language for these profiles enables peers to better appreciate and collaborate for performance.

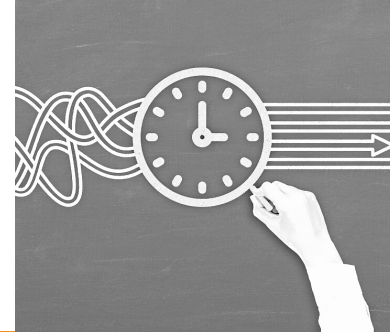
Team Performance: In a highly interactive and expertly facilitated workshop, we take the team on an exploration of their styles, strengths and weaknesses. Unpacking the ways in which styles combine for high performance and the challenges difference can present, we develop practical strategies and processes to drive performance.

UNDERSTANDING DRIVES TEAM TRUST TRUST DRIVES TEAM PERFORMANCE



WORK + PERSONALITY = PROFILE

DELIVERY & AGENDA



DETAILS

This workshop is designed to be delivered across 3 sessions of 4hrs each. Participants are required to complete their Individual TMS Profiles at least 72 hrs before the Masterclass. Can be delivered virtually through any virtual meeting platform. Condensed & in-person options are available upon request for group bookings.

Session 1

9:00 Registration & welcoming remarks

- Digital learning tips
- Introductions & expectations

9:10 When trust in leaders fails

- Scientific management is not leadership
- How destructive cultures emerge
- Building trust, understanding and curiosity

9:35 The critical role of authenticity in Leadership

- The uncertainty of our modern world
- Setting clear expectations
- Leading people to commitment

10:00 Short break

10:15 Your Leadership Values & Commitments

- Don't build rules, lead with principles
- Develop your set of personal guiding principles
- Sketching your leadership commitments

10:55 Testing your leadership principles

- Small group work on principles in scenario
- Group discussions around the challenges of principled leadership

11:15 Short break

11:30 Creating confidence in teams

- Where to focus your attention
- Importance of people and culture
- Managing the two worlds of leadership

12:30 Key Takeaways & Tough Questions

- Summary of key points
- Participant reflections & actions
- Tough questions from the floor

1:00 Close of Session One

Session 2

9:00 Opening remarks

9:05 How will you show up?

- Have - Be - Do
- How attitude shapes actions
- Casting your leadership shadow

9:35 Work Preferences & Diversity Paradox

- Unpacking the group's TMS Profiles & work preferences
- Understanding the importance & challenges of diverse teams
- Building resilience in yourself and others

10:00 Short break

10:15 Brain traps for leadership

- How brains use Mental Models
- The danger of assumptions
- The Curious Leadership Model

10:45 The power of perspective-taking

- Why do we need to do it?
- The Perspective Taking Tool
- Effectively influencing change with perspective

11:15 Short break

11:30 The power of leading with empathy

- How empathy drives trust and commitment
- The Empathy Process
- Examples of leading with empathy

12:30 Key Takeaways & Tough Questions

- Summary of key points
- Participant reflections & actions
- Tough questions from the floor

1:00 Close of Session Two

Session 3

9:00 Opening remarks

9:05 Leading with shared vision and values

- Stop getting people 'on the bus'
- Building commitment and conviction
- Managing people who don't want to commit

9:35 Motivating your Team

- Building high-performing teams
- The Motivation Ladder
- Your role in managing up and across

10:00 Short break

10:15 Strategies to avoid being a busy boss

- Beating busyness in your day-to-day
- Building more constructive meetings
- How structure & culture build commitment

10:45 The power of kind feedback

- Focus on behaviours not results
- Being kind, not cruel and not nice
- A model for giving better feedback

11:15 Short break

11:30 Leadership and Strategic Problem Solving

- The Critical Problem Scenario Analysis
- Leading decision making effectiveness
- Critical role of commitment to decisions

12:30 Key Takeaways & Tough Questions

- Summary of key points
- Participant reflections & actions
- Tough questions from the floor

1:00 Close of Masterclass

WHAT PAST CLIENTS SAID...

"Daniel is an excellent presenter with relevant and interesting stories that highlight his main points. There is much to take away from this course."

- **David Flaxman, Department of Education & Training NSW**

"Fantastic both in content and delivery. I was looking for someone to open up other ways of approaching leadership and looking at our business environment and they delivered!"

- **Michaela Flanagan, Head of Branch Operations, Swiss Re**

"I can honestly say it was one of the best sessions I have been a part of. The content was unique & very interactive. I highly recommend Empathic Consulting to build empathy & understanding to drive performance."

- **Daniel Markovski, Group Sales Manager, Nova entertainment**

"This training is fantastic! Common sense, easy to understand and the tips and concepts are real things that I'll be able to implement into my work practice. I highly recommend it to any emerging and established leaders."

- **Manager, Australian Federal Police**

"Daniel is a brilliant, engaging presenter. He also provides genuine practical insights & techniques to revitalise and improve teamwork. The 3 sessions were both enjoyable and productive!." - **Senior Leader, ASIC**

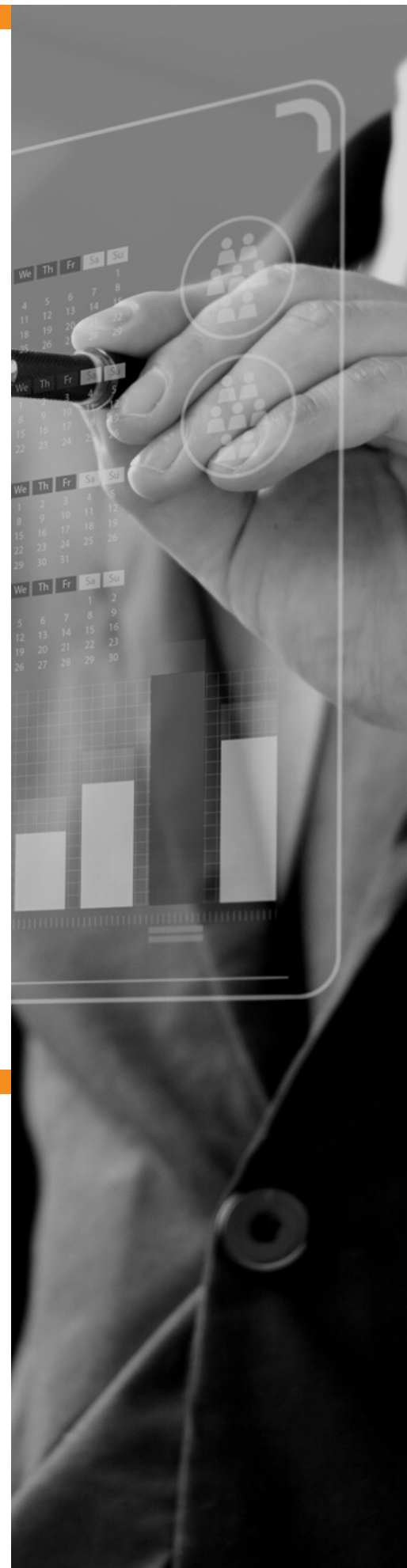
INVESTMENT

LEADING WITH EMPATHY MASTERCLASS

Individual virtual 3 session Masterclass + Individual TMP
\$899 + GST = **\$988.90**

Want a private masterclass?

Private sessions are available for groups upon request. Private sessions can be held virtually or in person. Contact directly for available dates and investment options.



ABOUT DANIEL

Daniel Murray (BSc, MBA Exec) helps frustrated people leaders unlock the true performance of their people by developing curious & empathic tools to harness the 'tough skills' of leadership.

His degree in mathematics & background in corporate strategy provides Daniel with a unique perspective blending strategic thinking with empathy & emotional intelligence in practical & pragmatic ways.

His clients rave about his ability to bring humour & fun to the challenges of people leadership & make complex neuroscientific concepts simple & practical to implement.

As a professional speaker, trainer, coach & consultant, Daniel is able to help clients harness their most powerful assets, their people, through leadership skills that work. Building a committed team is one of the hardest and most important skills for every leader,

Daniel has helped a huge number of leaders become more empathic, values-driven, and confident leaders worth following.



Past clients include:



DON'T MISS YOUR CHANCE TO:

- Build leadership **authenticity** and boost your confidence in leading teams
- Develop **empathy** to become a more effective leader
- Learn to **communicate with influence** and build trusting relationships
- **Build resilience** in yourself and others to navigate challenging situations
- Master strategies to **break out of being busy** and become a more strategic
- Solve complex problems by **embracing complexity, collaboration & accountability**
- Shift from being a manager to a **leader**