



BUILDING LEADERS FOR PERFORMANCE

Daniel Murray | Chief Empathy Officer

www.empathicconsulting.com



Aligning your people for purposeful performance. As organisations grow, many find that success is determined by the quality of their people and the capability of their leaders. Modern times require strategic leaders, engaged employees and the team's full commitment to the business's success. But you can't be everywhere.

This is why your leadership team is critical to your long-term success. Are you a leader who has time and space to envision the future, or are you stuck managing day-to-day issues? Are you strategically guiding your people or making all the decisions and pulling all the strings? Is your leadership team aligned to driving success or just filling up seats?

Building an aligned organisation. Strategies and values are just words on paper. Rubber really hits the road when these plans are put into execution. This is where leadership becomes critical. Our focus for this program is to ensure your leaders have the skills and capabilities to translate your organisational strategy into the systems, processes and activities to deliver results. They also need to be able to inspire their people, engaging them on the organisational values and ensuring these become the behavioural norms of the business.

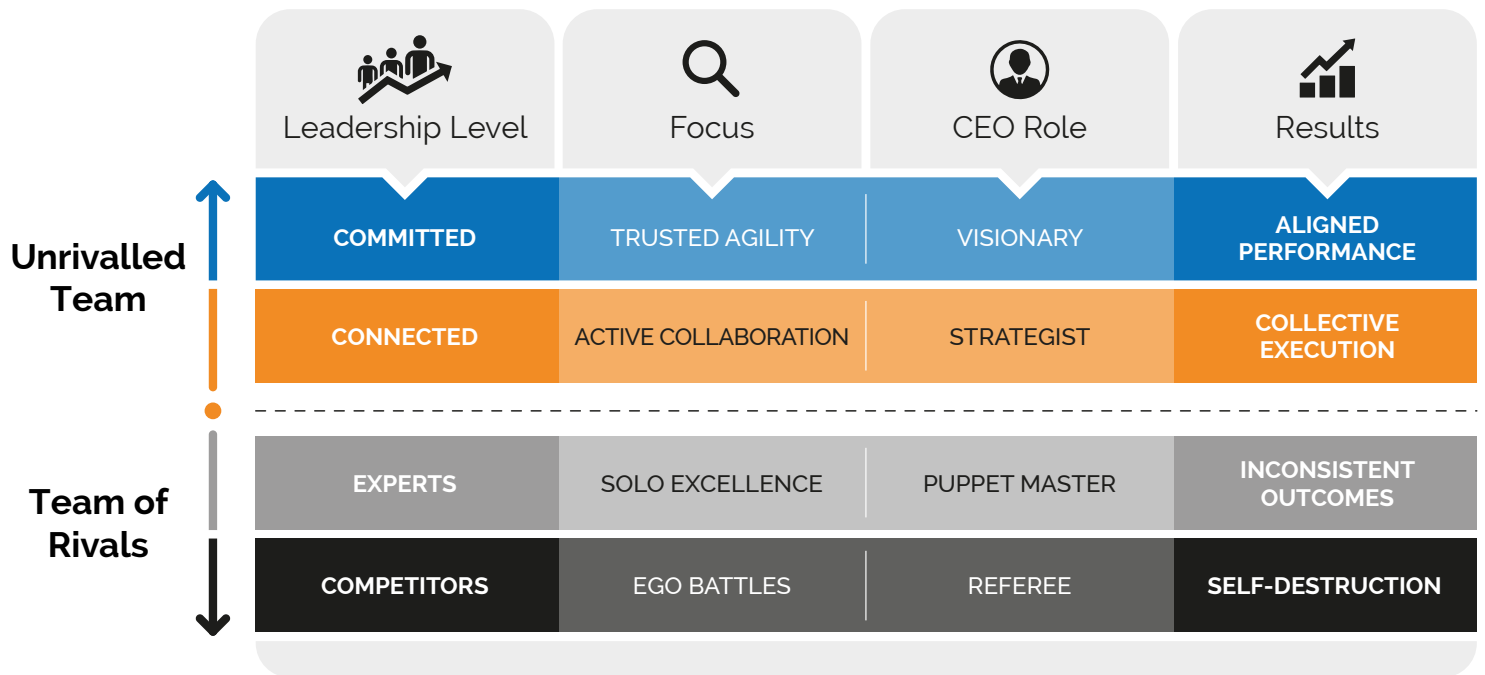
“Great leaders don't leave culture to chance”

The way we do things around here is critical to ensure we deliver on our promise.

Pragmatic balance of strategy and empathy. To drive aligned performance, we work with your leadership team, developing their trust and commitment in the organisation and each other. We work with individuals to ensure we harness their strengths, support their weaknesses and illuminate blind spots to build a leaderships team your people respect, and your rivals will view with envy. This program gives your people the skills to build a trusting and agile culture and motivation to deliver superior results.

Leadership Team Performance

"Commitment Drives Purposeful Performance"



Team of Rivals to an Unrivalled Team

A team's leadership type will not only determine its culture and results but impacts the focus and effectiveness of the CEO.

➔ Competitors

Too many leadership teams start as a group of competitors. Ego's dominate, each trying to one-up the others, even sabotaging the business to support themselves. This leaves the CEO as a referee, trying to break up fights and leads to self-destruction.

➔ Experts

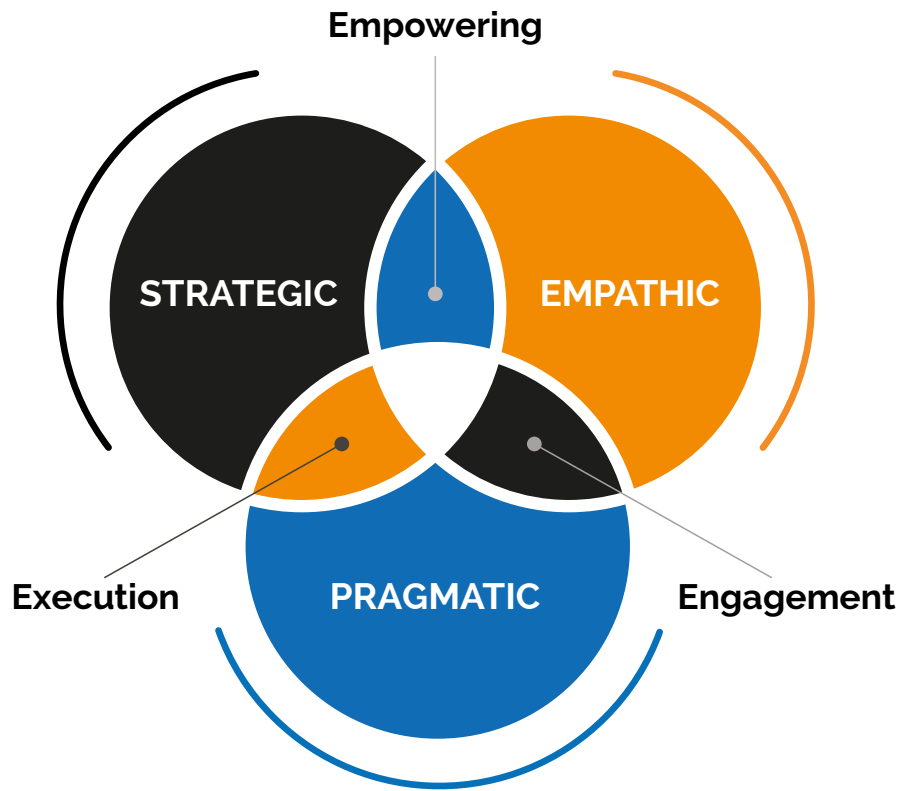
As a collection of experts, leaders may be brilliant in their own field, but rarely show interest in, nor fully understand, the bigger picture. This leads to pockets of excellence but inconsistency in the business performance.

➔ Connected

As leaders build collaborative skills, we see CEOs being able to become more strategic, building a well-oiled machine and solid execution.

➔ Committed

But what we know is that when a leadership team is fully committed, they create a culture of deep trust and understanding. This provides the foundation for rapid execution, organisational agility and aligned performance. Further this allows CEOs to imagine the long-term vision and opportunities for the business, confident their people are committed to success.



Empathic Consulting brings deep experience in business strategies and transformation programs with leading research in organisational psychology, emotional intelligence and our expertise in Strategic Empathy. Importantly, our pragmatic approach ensures your leaders have more than theory. We empower leaders to build engagement with their people and execute tools and frameworks to deliver results.





ABOUT DANIEL MURRAY

Daniel Murray is the leading authority on strategic empathy. With a long career in organisational strategy, he understands the importance of aligning strategies, culture and leadership to drive purposeful performance.

Daniel has seen first-hand, committed leaders build unbeatable businesses. His personal leadership has seen him lead large programs in Australia's largest Financial Services businesses, winning CBA's CEO Award in 2010. He has also utilised his powerful understanding of purpose and culture to transform organisational culture and personally raise close to half a million dollars for his preferred charity, Hands Across The Water.

Referred to as an engaging storyteller, lateral thinker and inspiring coach, Daniel builds trust enabling him to push people into the discomfort

needed to change while creating the psychological safety to deepen commitment. His focus on practicality means he can cut through the fluff and ensure his clients are focused on performance not perfection.

Daniel has worked with leading organisations such as BHP, CBA, Swiss Re, ASX, Lion, Nova Entertainment, QBE and Tyro Payments. He is a sort after professional speaker, presenting on stages across Australia and New Zealand at leading conferences. He is as comfortable in the breakout rooms of charities as in the Board rooms of ASX Top 10's, able to adapt his style to engage people and create transformational change.

Daniel helps leaders harness strategic empathy to drive purposeful performance.

STATISTICS

- ➔ Zenger Folkman (2018) found 47% of employees of low performing leader "think about quitting"
- ➔ Gallup found Leaders account for an up to 70% variance in team engagement

TESTIMONIALS

"This was initially something I would not have previously considered. I was dragged right out of my comfort zone early, but have enjoyed it so much that I've even encouraged a colleague to join the program. If you're looking to challenge yourself, push yourself further, yet stop and take a breath, this is genuinely worth it's while."

Peter Feehan
General Manager | ESG Asia Pacific

"Daniel is a very effective and talented facilitator and speaker. He has deep expertise in leadership skills and knows how to engage and motivate teams. He is very understanding and can tailor his approach based on his audience base. Above all else, Daniel is authentic. He is very good at what he does because he fundamentally believes and practices what he preaches. If you want someone to assist you to be a better leader, I would strongly recommend working with Daniel."

Eriza San Miguel
Head of Business Analysis | ASX

"I can honestly say it was one of the best training sessions I have been a part of. His content was unique and his style was very interactive. I highly recommend using Daniel and Empathic Consulting if you are looking to build empathy & understanding to drive performance."

Daniel Markovski
Group Sales Manager | Nova Entertainment

"He took my group on a pathway from 'busy' to 'strategic'. He presented a cogent and rational case for the pathway, gave usable and accessible tools for the group to move along the pathway and asked them to commit to action. His style is impressive. He is a natural presenter and teacher. He uses style, substance and some humour to deliver and engage the group in his deep knowledge of his subject."

Mike Logan AM
Advisory Board Chairman

"Daniel creates engaging and impactful sessions, seamlessly and effectively combining theory and practice, and tailoring content to suit the diverse range of participants' backgrounds. Daniel's unique experience and unquestionable passion for creating empathic leaders provides you with a set of practical skills, tools and frameworks which can be immediately applied and benefits experienced."

Paul Redfern
Head of Lending | Tyro Payments

"Daniel was fantastic both in content and delivery at a recent work event. I was looking for someone to open up other ways of approaching leadership and looking at our business environment and he delivered! Daniel found the right balance between Neuroscience, empathy and human connection to deliver the message and it was fantastic to be part of."

Michaela Flanagan
Head of Branch Operations ANZ | Swiss Re

CONTACT US

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We know from experience that this program creates transformational change for our clients. However, if you don't believe this program will be effective after the first workshop, please contact us within 48 hours after the first session and we will refund your paid program costs in full. We make this offer in good faith and hope we can discuss with you the challenges and concerns to ensure we can develop our services and support you in any way in the future.