

WORKSHOP PROPOSAL

CREATE SHARED

UNDERSTANDING

WORK PREFERENCE
EXPLORATION TO BUILD
TRUST AND DRIVE
PERFORMANCE IN TEAMS



empathy.c
EDUCATION



UNRIVALLED TEAM

TRUST BASED PERFORMANCE



Many organisations implement skills and leadership training to help improve culture and drive performance. But too many fail to deliver the desired results. The most successful organisations know the key is an aligned leadership team that can deliver both strategic performance and a values-based culture within the organisation.

An Unrivalled Team is not a group of individual experts, it is a team with shared commitment, strategic clarity and shared understanding of each other and themselves. The highest performing teams are custodians of the organisation, embodying the culture and supporting each other with a commitment to shared success.

To develop this unrivalled team, they need strong foundations of trust, shared understanding and genuine curiosity. They embrace challenging conversations, seek to really understand diverse views and provide feedback with honesty and empathic concern.

COMMITMENT DRIVES ALIGNED PERFORMANCE





WORKSHOP OVERVIEW

TACKLING THE DIVERSITY PARADOX TO BUILD UNDERSTANDING

This workshop is designed to tackle the diversity paradox: that we like to work with people like us yet we need to work with people who are not like us!

By creating a shared understanding across the team of individual preferences and then exploring the actions, behaviours and rituals we practice, this workshop helps teams to design and implement new ways of working to improve team performance.

STEP 1 INDIVIDUAL TMS PROFILES

Each individual to complete their TMS profile & receive their individual TMS profile report. This provides personal insights & resources.

Includes:

- Unlimited access to the online portal for 2 years including Profile, Diagnostic Tools, Videos and eBooks
- Comprehensive Personalised Report based on individual results
- Strategies for improved decision making and problem-solving
- (Additional) Individual Coaching Debrief session to develop a personal development plan*

STEP 2 TEAM WORKSHOP

The team workshop develops a deeper understanding of work preferences and their impacts. With expert facilitation, this is designed to move from good ideas to tangible actions.

Includes:

- Review & analysis of Team profiles to develop an individualised workshop experience
- Half-day workshop with the team to develop a shared understanding
- Review of existing rituals and beliefs within the team that support team values and performance
- Co-creation of strategies to strengthen relationships and improve effective collaboration
- Individual commitments for actions that will embed a high-performance culture

TEAM MANAGEMENT PROFILE

UNDERSTANDING PERSONAL PREFERENCES TO UNLOCK SHARED PERFORMANCE

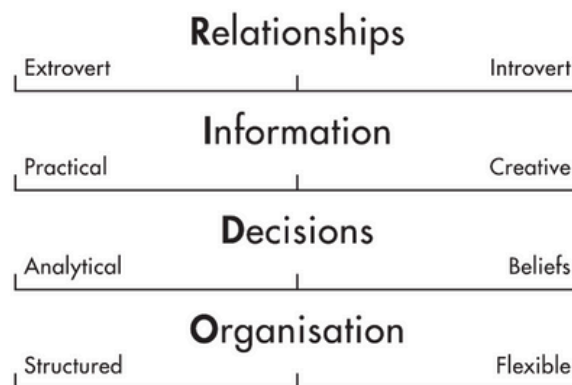
Internationally recognised as one of the world's leading psychometric profiling tools for personal, team and leadership development. This individual profiling and team workshop program offers practical and actionable understanding to improve team results.

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

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**

"Daniel engaged people who I didn't think would ever respond, let alone take-away actions. Post this session, I observed genuine behaviour changes. This was one of the best things I have done for the team." - **Rochelle Eldridge, Executive Manager, CBA**

"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**

BHP



ASIC
Australian Securities & Investments Commission

tyro



NOVA
ENTERTAINMENT



Commonwealth Bank

Statewide
Super



ASX

strategy&
Part of the PwC Network



Swiss Re

ADAPT
OVATE



CITY WEST
HOUSING

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 helps clients become empathic leaders worth following.



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