

ihw



# Outcome Focussed Meetings & Engaged Stakeholders Workshop

*Every meeting is an opportunity to improve the productivity of our entire working life, yet so many people arrive at meetings desperately unprepared to do so...*

# Outcome Focussed Meetings & Engaged Stakeholders Workshop



Every meeting is an opportunity to improve the productivity of our entire working life, yet so many people arrive at meetings desperately unprepared to do so...

## Outcomes

Participants will have more short meetings that achieve outcomes and less long meetings where people talk about “stuff”. They will start to earn a reputation for progress — worth spending time with. They will waste less time in meetings they didn’t need to attend, and will have less “omigod” moments in meetings as they will be well prepared for whatever comes up. In short, their entire working life will become more productive.

## Audience

Developing professionals that can improve their overall productivity by performing better at meetings. Have a better insight into engagement with stakeholders, outcome focus, asking for commitment, and objection handling. Ideal refresher for accomplished professionals.

## Workshop elements

A balance between theory sessions around engagement and dealing with different personality styles, and more practical sessions on meeting preparation and outcome focus. Most of the afternoon is taken up with practical role plays with comprehensive feedback.

## Duration

The workshop is a 1 day event.

## Key Topics

- Conscious Competence
- Stakeholder Engagement
- Diverse Personalities
- Preparation (The Call Plan)
- Role Plays & Review
- Plan of Action

*“Better morale leads to better productivity. Client cooperation is a product of strong engagement and this results in tough and complex issues being resolved quickly and more effectively.”*



**John Williams**  
Founder and Principal, JHW

 **Watch the course introduction video**  
[www.jhw.com.au/esw-video.php](http://www.jhw.com.au/esw-video.php)



## Comments from Previous Participants

**Great course.** *The facilitators kept us engaged and its probably about the only course I have not zoned out (or dozed off in). What I have learned I can put into practice at work and pass the information along to my teenagers to give them a head start. Looking back on this I wish I had done this course years ago. Hopefully my kids can use the knowledge to get a jump on everyone else their age.*

**Training was excellent.** *I got chance to learn lots of new things that will add an advantage to my career as a consultant.*

**Course was well structure and timed.** *I would not say the content was revolutionary but it was all certainly very engaging. Many of the lessons served as a great reminder for how we should go about business. The workshop was well facilitated and even the potentially very “hit & miss” activity of roll playing was managed in a way that allowed the benefits to far outweigh any kind of awkwardness.*

**Relevant and interactive workshop.** *Content was intense yet interesting and entertaining. Great presenters kept participants interested and involved.*



## JHW offers the following workshops:

- Engagement Skills Workshops
- A Seat at the Table
- Consulting/Engagement Skills One Day Refresher
- Gaining Commitment
- Project Launch
- Makin' Movies (Team Building/Dynamics)
- Effective Presentation
- Outcome Focussed Meetings
- Win/Win Negotiating
- Facilitation Services
- Power Without Authority
- Video Conference Ready

JHW workshops are grounded in achieving behavioural change by shifting the participant's mindset from —

- Task to Outcome
- Purely technical focus towards the relationship
- Being efficient, towards being more effective.



## Our Clients

JHW Pty Ltd has delivered workshops in Australia, New Zealand, USA, Argentina, UK, Italy, Romania, India, China, Singapore and Malaysia for many and diverse clients:

### Banking & Finance

ANZ Banking Group  
National Australia Bank  
Bankwest  
Westpac  
INVESCO  
BNZ  
AXA  
MLC

### IT&T & Services

Infosys  
SAP Consulting  
Telstra  
SAP Global Delivery  
TelstraClear (NZ)  
Data Agility  
Park Lane  
Worely Parsons  
BDO  
Ajilon  
Ernst & Young  
KPMG  
BearingPoint  
Oxygen  
QSP  
Maximas  
UXC

### Other Commercial Operations

Australia Post  
Bio-Rad  
WTFN  
Smarter Bathrooms  
Leighton  
Orica  
BHPBilliton  
Toll  
AGL

### Public Sector

ACMA  
ANDS  
CSIRO  
VicTrack  
Bureau of Meteorology  
Southern Health Network (Vic)

### Not for Profit

Salvation Army  
CanTeen  
Reach  
Brotherhood of St Lawrence  
Vic Swim  
Planet Give  
RYLA Rotary  
Guide Dogs Victoria  
Turning Point  
RDNS  
Vakabauta  
The Smith Family  
Wildlife Victoria  
World Vision  
Able Australia  
Leukaemia Foundation  
Royal Institute for Deaf and Blind Children

## Contact Us

### John Williams, Director

Mobile: 0419 713 087

### Rosemary Bonacci, Operations Manager

Mobile: 0433 126 455

### Mailing Address:

22 Maling Road  
Canterbury, Victoria 3126  
Tel: 0419 713 087