

# The Leading Edge

A challenging and comprehensive program focused on developing core skills and competencies required to be successful in a professional services firm.

## Structure:

- 5 skills days (2 on Saturday)
- 5 breakfast workshops
- 3 external coaching sessions
- Course materials
- Internal Mentor support
- Psychometric assessment
- Skills assessment pre & post program
- Action learning while working on client opportunities
- Think On Your Feet<sup>®</sup> methodology

## Methodology:

**DISCOVER** → **PRACTISE** → **ENACT**



## Content:



### YOUR SELF

- Self awareness
- Motivation & aspirations
- Emotional intelligence
- Balance
- Developing a brand
- Personal career path
- Self-directed learning



### YOUR PEOPLE

- Motivating & engaging
- Managing & leading
- Coaching
- Dealing with change
- Effective communication
- Improving team dynamics



### YOUR CLIENTS

- Building trusted relationships
- Presenting & influencing
- Business development
- Networking
- Cross selling
- Strategic thinking
- Commercial awareness