

Huntwood Associates

MASTERCLASSES

Team and Organisational Energy

Step One

Discover and optimise individual and team Energy with 4EO online energy profile and feedback. Plus team insights, profile and recommendations

Step Two

Option One: Express Energy Boost workshop, including Sparkling Moments, vital energy management, maximising team energy

Option Two: Bespoke energy workshop for teams - building and maintaining a high performing team. Applied energy for influencing

My Energy - managing my energy

Half day interactive workshop explores the source of your physical and mental energy. How to manage your energy. How to ensure you positively influence others with your energy. Delegates will learn what activities underpin their energy and what drains it *Huntwood's online 4EO is an optional extra. This can be debriefed in the session or in a 1x1 or telephone call*

Team Energy and Direction

Team building to strengthen and deepen working knowledge of each other. Build awareness of their own and each others' strengths and areas of high energy and understand how to operate effectively and successfully for the future. This will be a practical workshop, with concrete strategic outcomes

MBTI

Understand what makes you tick, and how to play to your strengths. Two highly energising and practical courses run by our resident ENTP and ENFP superstar coach, equipping you to make the most of MBTI in the workplace. **Introduction to MBTI** "a definite "blimey " factor.

Applied MBTI to learn how to spot other "types", and strategies to work effectively with them

Coaching skills

When to, how to and why coach? Using the GROW model this session is very pragmatic and will help you understand the effectiveness and benefits of coaching, to help unlock potential and maximise performance.

Influencing skills

Asserting; Persuading; Drawing & Energising. This hands on practical session shows you how to deliver the 4 styles and more importantly in which order. A must for anyone who needs to influence or negotiate with others... also useful for anyone with kids!

Successful Email Pitching - NEW!

Learn how to make that first contact and create knock out documents that grab the attention of clients. Understand the balance between logic flow and creativity. The ripple effect of the key stakeholders. Practice formats and create the outline of a successful pitch

Presentation Skills

Learn how to present confidently, with ease and conviction. We run 3 levels of masterclasses - for those needing a basic toolkit of skills, through to 'survival of the fittest' sessions for leaders facing the toughest audiences.

Writing great presentations

Great content is the foundation of a successful presentation. Combine it with an emotional and psychological understanding of your audience and it will fly. This masterclass is the ultimate cure for death by powerpoint

Personal impact

Learn how to create a good first impression, maintain it and forge strong connections. A very interactive course, this reveals what gives someone personal impact and how to optimise your own.

Handling difficult people

Why some people are difficult and how to diffuse awkward situations. Also, there are different types of difficult and here you can equip yourself with a whole toolkit for dealing with them.

Business writing

Practical skills to help you impress, inform and make an impact with every business communication you write; from a 140 character tweet to a 10,000 word in depth analysis.

Storytelling

Are you sitting comfortably? Then we'll begin. Our most ancient and prolific art form, storytelling is ingrained in all our psyches. We help you harness that power for your business.

Negotiating Skills

Gain the insight and the practical tools to help you negotiate a win-win, whether you're a novice or a seasoned haggler. We offer a choice of 3 courses, run by ace negotiators used to striking deals with the most demanding clients, from corporations to pop stars.

Team creativity

Exploring the nature of creativity; how it works, how to master it and how it can help you build an inspirational culture where innovative thinking thrives.

Project management

Taking Channel 4's Grand Designs as inspiration, this course is run as a live project, meeting challenges and teaching relevant skills in a high energy 1 day session. (No need for hard hats.)

Essential leadership

Managing is doing things right, leadership is doing the right thing. A subtle change in words, a massive change in application. Understand the different types of leadership power and know when to Direct, Coach, Support and Delegate.

Goals and BHAGs - NEW!

Building powerful individual team goals is essential for success in every organisation. You will learn how to set and achieve goals and how to stretch a little bit further to use LEGENDARY behaviours

Personal motivation

This workshop explores what makes someone have personal impact, taps into states of excellence to achieve personal impact and gives you insight into how to take control of your life.

Powerful communications

Albert Mehrabian said effective communication comes down to: the words, how you say them and what you don't say. Align your intended message with your actual, and communicate what you really want. Our highly skilled and entertaining coaches help you unlock the secrets of successful communication.

Team dynamics

Getting teams to become high performers comes down to great leadership or luck. This workshop shows the team how to reduce conflict, align around a common purpose and perform better.

Management and Leadership Skills Programme

Covering all the essentials required to bring a bundle of benefits to your business, including: developing your staff in management and leadership, helping improve your management team's motivation, developing talent and producing better business results.

Future Thinking and Change

Anticipating the future, being more future focused is essential for business success, After this workshop, people will start thinking more strategically and balance the day to day tasks with the bigger picture planning

Wellbeing and Resilience

Using a metaphor of lakes and boats going to ground on the rocks as the powerful visual image, people will takeaway an understanding of how they can manage difficult situations, difficult people and become more personally resilient and powerful

Results focused workshops for leaders

Tackle your complex, live business issues. Gain the space to think about the bigger picture, and be more future focused. Achieve crystal clarity on what needs to be done and gain agreement on the decisions that need to be made. Practical steps and outcomes

Strategic Thinking

Learn how to think strategically. Practice effective ways to look at the market, products, define commercial needs and manage risk. You will take away practical tools to use in your role

Inspiring Leadership Development

Augment personal style; learn new skills to accelerate capability and business performance. Great course for experienced managers who have learnt on the job and rising star

Management skills and attitude development

Learn the key concepts of management and how to increase team performance. Improve the way you communicate to successfully performance manage, motivate and set goals that your team achieve

Cutting Edge Sales and effective account management

Focused session for client facing professionals who want to adopt new approaches, change their narrative and nail some new business skills. Learn the gears of selling

Perfect Pitch: presentation and communications

For business professionals who need to positively influence clients and stakeholders. Practice the essence of effective communication.

Team Coaching and action focused facilitation

Designed for company strategy days, for senior team meetings with a change plan on the agenda and as an action focused team building session. Understanding the difference between ordinary and legendary

Personal Effectiveness and Time Management

Learn the tips of highly effective people and borrow from project management skills. Analyse use of personal time and learn how to improve effectiveness. Create an personal action plan which can be implemented immediately

Running and contributing to successful meetings

Exploration of good meetings. Meeting jargon. Being a better chair or active participant. Innovative tips to create engaging and productive meetings with accountabilities

Increase your commercial success - NEW!

Learn new commercial techniques such as 7x7 to identify and get the best results for and from your key commercial accounts

Collaborating across the business - NEW!

Develop your ability to collaborate smoothly, work with agility, motivate and achieve high performing team behaviours to deliver results with people from different departments. Learn how to lead, share information and knowledge with a multi functional - and in some cases multi location group

Huntwood 2016
Lollietuckey@huntwoodassociates.com
07980883105

www.huntwoodassociates.com
info@huntwoodassociates.com
020 8977 4844

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ASSOCIATES

