



LEADERSHIP WITHOUT AUTHORITY

PERSPECTIVES & PATHWAYS

“Those who stand for nothing fall for anything.”

– Alexandra Hamilton

Context

In a landscape of business alliances, matrix management and shared services, individuals are increasingly trying to collaborate and bring about change without authority.

At this enlightening half or full day team building session participants will gain valuable insights about how soft power and joint problem solving can build stronger relationships and unlock new value. It will share three important insights that help to enable leadership without authority:

- The role of values and beliefs
- Having the courage and commitment to succeed
- A framework to sequence and pace the communication process

Having dual facilitators ensures participation is highly interactive and includes; group experiences, individual reflections, concept presentations, case studies and critiqued rehearsals.

Learning outcomes

Participants will gain a deeper understanding of the engagement strategies and problem solving know-how needed to build more meaningful stakeholder relationships, and more lasting and innovative outcomes.

Highly practical examples and problem solving techniques will be shared, including; the importance of diagnosing individual needs and building the common ground that motivates discretionary effort and underpins highly productive relationships.

Building your capability

Wayne Harrison is the Founder of Pathfinders Downunder and a highly respected researcher, strategist and thought leader on communication and negotiation. His expertise is typically called upon when organizations want to find better ways to negotiate; enterprise agreements, mergers and acquisitions, organisational change, commercial contracts, and when differences involve; scarce resources, strategy and future risks.

Examples of high profile clients include Orica, National Australia Bank, BHP Billiton and Australian Governments.

Wayne has held senior executive positions with Henkel KGaA and board directorships. He is an Accredited Mediator, Certified Practising Marketer, and Fellow of the Australian Institute of Company Directors and the Australian Marketing Institute. He has completed advanced studies in negotiation, which includes Harvard Law School and is the Author of FROM HOPE TO STRATEGY: *The Anatomy of Negotiation*.

Reg Crawford had a 22-year Army career, serving in mainly the Special Air Service Regiment (SAS). Operational service included; Rwanda, East Timor and the Iraq war where he was awarded the United States Bronze Star Medal for meritorious Service.

Upon leaving the Army he has consulted to the Australian Sports Commission, and has been an advisor to the United Nations in New York and to senior State and Federal Government officers, including the NSW Police Commissioner during the Sydney Olympic Games as a counter terrorism advisor. Other appointments include; Chief of Staff & General Manager Collingwood Football Club.

He is a Graduate of the, Officer Cadet School Portsea, The University of New England, The University of Canberra and The Australian Army Command and Staff College (Australian Army's masters level Leadership and Management Program)

Further details visit

www.pathfindersdownunder.com.au