



## Leadership & Management Training Programmes Quarter 4 2019

Working in collaboration



## Your Leadership & Management programmes

Origos Accelerate & Stepping Up programmes support your, and your team's, professional and organisational success.

We pride ourselves on delivering unique, engaging and insightful learning programmes that equip professionals to build their skills in order to address their specific goals and development objectives.

Whether you are looking to hone your leadership skills, develop your management skills, build knowledge or simply improve confidence, our programmes are available to you through your AFM membership.

Carefully designed and expertly delivered, each programme has been created with the busy professional in mind.

## Why Origos?

Origos' leadership and management programmes introduce and develop skills in a practical and transferable way in order to provide measurable success for delegates and employers.

Put learning and development at the heart of your organisation.

## Benefits of Origos

- Our programmes are delivered face-to-face in modern, convenient locations
- Receive maximum return on your training and development investment
- Get involved in high-quality, content-driven, events and programmes that enable you to meet, connect, network and share knowledge with your peers in the mutual sector.

## **Stepping Up** for developing managers

Starting Sept 2019

**£2,100**

6 x 1 day events

Event 1 - 11 September 2019

Event 2 - 10 October 2019

Event 3 - 13 November 2019

Event 4 - 5 December 2019

Event 5 - 9 January 2020

Event 6 - 6 February 2020

## **Accelerate** for developing leaders

Starting October 2019

**£1,600**

4 x 1 day events

Event 1 - 3 Oct 2019

Event 2 - 14 Nov 2019

Event 3 - 12 Dec 2019

Event 4 - 30 Jan 2020

**Book now**

**[hello@origos.co.uk](mailto:hello@origos.co.uk)**  
**[www.origos.co.uk/afm](http://www.origos.co.uk/afm)**

## Stepping Up Programme - Developing Managers

With increasing pressure to produce better results, with fewer resources, management capabilities are more important than ever. Today's managers face a multitude of challenges whilst being accountable for driving motivation and achieving goals throughout their teams and organisation.

At Origos we've developed learning that helps managers deliver operational excellence. We provide practical guidance and support to develop the sophisticated knowledge, skills and behaviours needed to build a high performance culture.

### Course details



#### Length of programme:

6 x 1 day events over a six month period

#### Location:

Face-to-face workshop events at selected UK location, with lunch & refreshments provided.



#### How to book:

Book online at [www.origos.co.uk/afm](http://www.origos.co.uk/afm)

#### ? Who should attend?

This programme is for those about to be appointed to team leader or management positions, newly appointed managers and those who would welcome a refresh and refocus.

## Programme Overview:

Event 1 <b>All about you</b>	The opening workshop gives delegates insight into their own strengths, behaviours and the attributes that impact their effectiveness as managers
Event 2 <b>Managing your resources</b>	Explores how to get the best out of the people we work with, based on an increased understanding of leadership style, influence and the strengths of their team members
Event 3 <b>Leadership tools</b>	A practical 'business leader's tool kit' day to equip them to recruit and performance manage the team and address the day to day issues more confidently and head on
Event 4 <b>Perform, improve &amp; manage change</b>	Delegates will be able to critically assess how change has taken place and to identify opportunities to make improvement and avoid any previous poor experiences
Event 5 <b>Stepping beyond your limits</b>	An opportunity to look past the manager's immediate role into the wider organisation and appreciate the commercial dynamics of the organisation
Event 6 <b>Managing your Personal Brand</b>	Consider how to best position themselves with their different stakeholder and networking groups and as leaders of the future

## Accelerate Programme - Developing Leaders

Leadership is all about harnessing the right behaviours in individuals to bring about transformation and change. Leaders develop through experience and our programme accelerates their readiness to lead through intelligent preparation. Leadership is a complex set of attitudes, behaviours and competencies all of which take time to develop. Our approach focuses leaders to ensure they're better equipped, we challenge their thinking and, most importantly, accelerate their development, maximising their impact in your organisation.

### Course details



#### Length of programme:

6 months

#### Location:

Face-to-face workshop events at host AFM member offices, with lunch & refreshments provided.



#### How to book:

Book online at [www.origos.co.uk/afm](http://www.origos.co.uk/afm)

#### ? Who should attend?

This programme is for managers with significant responsibility as part of their day-to-day role, leaders planning to move into a new role which will require personal development, and those wishing to accelerate their leadership skills.

## Programme Overview:

Event 1 <b>The untapped potential of you</b>	<ul style="list-style-type: none"><li>• Exploring leadership and understanding delegate's leadership style</li><li>• Identifying delegate's key strengths and how they impact on your effectiveness</li><li>• Considering the drivers of motivation</li><li>• Understanding how mindset can affect performance</li><li>• Effective working &amp; assessing assertiveness and impact</li></ul>
Event 2 <b>Harnessing the resources around you</b>	<ul style="list-style-type: none"><li>• Examining delegate's influence</li><li>• Exploring some of the drivers of influence</li><li>• Considering the people delegates have around them and the roles they play</li><li>• Building a clearer understanding of personal communication preferences and the power of communication</li><li>• Positioning coaching as a powerful enabler</li></ul>
Event 3 <b>Breaking habits and communicating the need for change</b>	<ul style="list-style-type: none"><li>• Considering differing perspectives</li><li>• Reviewing the outcomes of our business diagnostic to understand the real issues faced by each delegate's organisation</li><li>• Using root cause analysis to get to the heart of the issue</li><li>• Exploring how to help people change</li><li>• Creating explosive solutions</li></ul>
Event 4 <b>The business, the industry &amp; the need for commercial innovation</b>	<ul style="list-style-type: none"><li>• Selling a business case - delivering the commercial pitch</li><li>• Diagnosing the challenges ahead</li><li>• Innovation outside the insurance world, lessons to be learned</li></ul>