

# Making the Connections



Leadership

Planning

Team Learning

Sales & Service

An innovative and practical learning event featuring dynamic international experts

Real life solutions for today's management challenges

Sponsored by NZIM and TetraMap International

## 22 & 23 February 2011

- ▶ Tuesday Evening, 4:45 - 9pm  
Welcome, network, learn in the Marae, dinner and music!
- ▶ Wednesday, 8.45am - 5.15pm  
A full day of learning. Social to 6pm.

## Where

Tuesday 22 February  
*Auckland University Marae*, 16 Wynyard St

Wednesday 23 February  
*The Conference Centre*,  
585 Great South Road, Penrose

## Investment

\$750+gst NZIM, HRINZ, NZATD members  
\$875+gst Non members

Certified TetraMap Facilitators: for your special rates, please login and go to *My Tetra* for details.

## Who Should Attend

Managers, aspiring leaders and change-agents. Anyone with responsibilities for making the connections between learning and real life applications.

## What's In It For You

This is a rare opportunity to take advantage of international experts sharing practical experience and solutions:

- ▶ Build more cohesive, effective teams through understanding and enjoying the inherent diversity within them.
- ▶ Obtain greater buy-in for plans by engaging everyone at the table.
- ▶ Lift your team's ability to learn by valuing the contributions that each of them make.
- ▶ Improve your customers' experience by attuning your communication to them.
- ▶ Hear the experiences of international experts and make the connections to YOUR leadership, planning, team, sales & service challenges.
- ▶ Learn and experience how these experts have made connections by applying this learning tool to meet organisational needs.
- ▶ Experience unique training methodologies that 'connect-the-dots' for memorable learning moments.

**Speakers** - for profiles, see:

[www.tetramap.com/read/tetrahui-speakers](http://www.tetramap.com/read/tetrahui-speakers)

# Programme Outline

## Tuesday Evening



Auckland University Marae - 16 Wynyard St

4:45pm **Powhiri** (Ceremonial welcome, introductions)

This welcomes our overseas speakers and guests, helping us all to make the connections with New Zealand's unique cultural and environmental diversity.

Followed by registration and social.

6:15pm - 9pm **Natural Connections** with Kataraina Pipi, NZ

Kataraina facilitates this unique cultural event, making the connections between nature, people and culture, and their relevance to growing our businesses. A highlight will be learning about these connections amidst the beautiful carvings and stories within the Wharenui (Meeting House). In this context, powerful messages about diversity and sustainability will be reflected in the activities Kataraina and her team have designed.

Lessons learned on the Marae will start our journey and sow the seeds for integration and application at The Conference Centre on Day 2 of *Making the Connections*.



## Wednesday All Day -



The Conference Centre - 585 Great South Rd, Penrose

8:00am - 8:45am Registration

8:45am - 9:30am **Setting the Context** with Martin Coburn, UK

Martin ignites the day with his stories and prepares you to get the most out of the International Speakers, activities and other participants. Following on from the previous evening's marae experience, he will help you 'verify' YOUR Element to optimise TetraMap's value as a framework for the day's learning. Martin will:

- ▶ Identify critical challenges.
- ▶ Ask catalytic questions to explore the issues.
- ▶ Draw out lessons from the experiences.
- ▶ Help us recognise the opportunities within obstacles and challenges.

Martin is a natural as the "Making Connections" Master of Ceremonies.

Martin has been consulting on behavioural change for over 15 years, combining the use of humour, pragmatism and creativity to help leaders and their teams make more of their leadership capabilities. He is provocative, unconventional, challenging and insightful. He avoids cliché and brings a refreshing honesty to his work.





9:30am - 10:30am **Leadership** with Alex Villarreal, Mexico  
Alex helps us brave the elements to achieve audacious goals. Having climbed Mt. Everest in 2002, sharing TetraMap is his 'new Everest'.

- ▶ Why TetraMap is a leadership competency.
- ▶ The wisdom in valuing diversity as a leader.
- ▶ The imperative for inclusivity.
- ▶ How to maintain the vision when the going gets tough.

10:30am - 11am Morning Tea



11am - 12pm **Planning using the TetraMap Tool** with: Anne Clews, UK  
Anne helps us plan OD and LD strategies by engaging and integrating diverse viewpoints and motivations.

- ▶ Capitalise on strengths to enrich your planning process & outcomes.
- ▶ Maximise planning: shift context from *ego* to *eco*-system.
- ▶ Raise the emotional intelligence of your organisational culture.
- ▶ Ensure buy-in, commitment & follow-through by engaging all stakeholders.



12:10 - 1:10 **Team Learning** -Singapore Military Case Study with Yoshimi, NZ  
Yoshimi shifts leadership mindsets from *command and control* to *learn and facilitate*, thus empowering team learning.

- ▶ The strategic imperative to go beyond 'team building' to Team work-learning-cohesion-creativity.
- ▶ Capitalise on the team's diversity.
- ▶ Raise self and team-esteem.
- ▶ Shift mindsets - the costs if we don't.

1:10pm - 2:15pm Lunch



2:15pm - 3:15pm **Sales & Service** with Joyce Palevitz, USA  
Joyce explores the elements of engagement for meaningful sales & service.

- ▶ Focus on sustainable solutions.
- ▶ Distinguish between wants & needs to help solve your clients' most vexing problems.
- ▶ Earn the right to have deeper, better client conversations.
- ▶ Reduce differences at a sub-conscious level, enabling you to position your value.

3:30pm - 4:00pm **Panel for Making the Connections**

Your opportunity to ask any burning questions.



4:00pm - 5:00pm **Facing Reality Whole Group Activity**

- ▶ Explore sustainable solutions.
- ▶ Work inter-dependently.
- ▶ Create synergy.
- ▶ Be creative and innovative!

5:15pm - 6:00pm **Making the Connections over drinks and nibbles**

# Registration

All registrations must be made and paid for by February 12th 2011.

Certified TetraMap Facilitators: for your special rates, please login and go to *My Tetra*.

## Telephone

Contact Liz on 0800 800 694.

## Email

Email [liz\\_fernyhough@nzimnorthern.co.nz](mailto:liz_fernyhough@nzimnorthern.co.nz) with your contact details. Put *TetraHui* in the subject line.

## Fax

Fax to 9- 303 9109

First Name (Mr/Ms) \_\_\_\_\_

Last Name \_\_\_\_\_

Organisation \_\_\_\_\_

Billing Address \_\_\_\_\_

Telephone \_\_\_\_\_

Email Address \_\_\_\_\_

Special Needs \_\_\_\_\_

## Terms and Conditions

Programme dates, times, learning outcomes and facilitators are occasionally subject to change. Should these change, NZIM will make every effort to inform you of these changes prior to the programme commencement. Should a programme fail to attract a minimum number of participants, NZIM reserves the right to cancel the programme. Notification of cancellation will be made at least 10 working days prior to programme commencement.

### General Conditions of Enrolment, Registration and Payment

- ▶ All registrations are confirmed in writing before the programme commences.
- ▶ Programme fees are payable prior to programme commencement.
- ▶ All cancellations, substitutions and transfers must be received in writing (e-mail, fax, mail).
- ▶ Substitution of participants is permitted at any stage at no added cost.
- ▶ Failing to attend the programme incurs the full fee with no refund.

