

Training for Consultants



WHAT IS **MODELLING**?

Modelling is a highly skilled consulting approach, practised by very few consultants in Australia

Modelling training will give Consultants, a rigorous and finely tuned process for rapidly identifying how individuals and teams can dramatically improve their performance, their results and therefore increase the Company's bottom line.

What can you offer Companies with this new consulting approach?

- ▶ A Quantitative process, based on a reliable and well validated statistical methodology. This means Companies can use this proprietary process with confidence and bring measurable results to their Board.
- ▶ A simple, measurable template for high performance based on carefully identifying and mapping the secrets of high performers' success in a role.
- ▶ This offers Companies the opportunity to integrate the HR divisions that generally don't communicate- by using the same proven template for selecting, for training the entire team to higher performance, to coaching individual team members and even as the basis for succession planning programs for new incumbents to the role.
- ▶ It means Companies save significantly on training and coaching budgets because the 'scatter gun' approach to performance enhancement is replaced by a targeted program. Replicating the excellence of their high performers means that the thinking patterns, strategies and behaviours of high performance are now mapped to a series of small steps that can be effectively transferred to all individuals in that role.

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PRE REQUISITE FOR THE MODELLING WORKSHOPS

This specialist training is open to all iWAM certified professionals.

WORKSHOP CONTENT

- How to frame and sell this unique consulting process (including proposals)
- How to conduct and oversee the consulting modeling process
- 'Nice and easy' understanding of the Stats involved in the Modelling process
- How you can personally 'engineer' a model of excellence for your clients without using the statistical process
- How to interpret critical metprograms (modeling results), debrief the client and do a brilliant team debrief
- How to roll out the modeling results into recruitment, coaching, training, succession planning and performance appraisal
- Focus on recruitment: how to write job adverts and run the interview process and manage the appointee using the critical metprograms from the Model
- Detailed explanation of how we sold this exact process into an ASX top 100 company and grew their bottom line exponentially.

PROCESS

The 2.5 days will involve enjoyable interaction with dynamic colleagues, with time to share, brainstorm and synergise with everyone's ideas and experience.

Please note this is not just a theoretical workshop it will be based on real life case studies, exercises and DOING rather than theory.



WORKSHOP FEE

Workshops are held annually in Sydney or Melbourne

The Workshop tuition fee is \$2,495.00 including GST for 2.5 days. This will include a comprehensive Modelling Manual

If you are ready to add these unique skills and income stream to your consulting toolkit, please call Iain Melville on (02) 6655 7086 or 0418 969 060 to reserve your place in the next Workshop.

For further information on the proprietary Modelling process check out our website at:

www.eqatwork.com.au/modelling-excellence.php

