

Leading edge manager's guide to success

at Miramar Golf Club, Wellington: 17 May

Strategies and better practices for winning leadership

Moving into a new position of leadership is one of the toughest challenges a manager can face. Yet, many drift into it without adequate preparation, hoping a great career will just happen. In the workshop "The Leading-Edge Manager's Guide to Success", performance management thought leader David Parmenter presents proven solutions and cutting-edge techniques for you to use in your journey toward becoming an extraordinary manager and leader. This practical workshop will help you manage your leadership transition so you can take charge, build your team, and deliver results. You may wish to look at my leadership website for interesting articles on the leadership lessons from Shackleton, Lord Nelson, Jack Welch, and our own Don Tricker and George Hickton.

This workshop takes a holistic view as to what skills and knowledge are required to be a leader who makes a difference. It recognises that in order to summit the management mountain, we need to understand the personal traits that can limit our potential. After guiding the attendee through the pathway of self-development, the workshop takes managers through management better practices providing many implementation tools. It is based on those practices you need to master as you climb the management mountain, culminating in what makes a CEO special.

Who will benefit

This workshop will suit those managers who wish to advance their management and leadership skills.

What you'll gain

- A copy of my "The Leading-edge Manager's Guide to Success" valued at \$70
- An understanding of the leading better practices that they can implement immediately
- Access to many electronic templates that will save hours of time, valued at over \$100
- Some immediate wins to put on the board
- A chance to share progress and discuss issues with fellow participants during the workshop exercises

Led by author, presenter and facilitator

David Parmenter
B.Com, FCA (ICAEW)

- Author of six books on performance management all published by John Wiley & Sons
- Over 20 years of consulting experience with a variety of organisations around the world
- Has delivered workshops in over 20 countries
- Has worked for BP Oil, Ernst and Young, and Arthur Andersen & Co



Testimonials

"The course was a very valuable exercise. In particular, I enjoyed mixing in a smallish group with others who have similar issues. The informal nature of the course enabled one to pick up lots of ideas. All of your anecdotes added to the entertainment. Loved the Miramar Golf Club venue; easy to get to and very friendly atmosphere."

Bruce Lawrence, Finance Manager, Liquigas Ltd.

"Thank you for an excellent presentation. All of the teams gained some invaluable insight (including our economists) to the various topics. The troops are primed, share the vision and we are planning our changes. An outstanding success."

John Knox, Chief Finance Officer, ActewAGL and TransACT

"The general consensus was that this was one of the most worthwhile professional development seminars that any of us had attended in quite a while. Your passion for all of the subjects covered came across throughout the day, and was backed up by the substance of your subject matter expertise and practical experience. The friendly, interactive nature of the seminar was a big plus."

John Poppe Planning and Analysis Manager New Zealand Steel Ltd.

"Thank you for an extremely rewarding seminar. Both Roydon and I got a lot out of it and are looking forward to using mind mapping to assist us in our future planning."

Sara Brown ERO

"Amongst the top level of presenters in over 30 years of attendance. Animated, involving, focused, knowledgeable, passionate."

"Presenter's enthusiasm and knowledge of the topic was a highlight."

"Great course paper, which was presented with an interesting style/anecdotes, stories."

"Easy to understand and David gives practical ways of how to put it into practice."

Comments from courses run for professional bodies

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In-House Training

This course can be presented exclusively for your organisation on an in-house basis tailored to meet your specific needs at a place and time of your convenience. David has successfully conducted in-house training for:

- Peoples Association of Singapore
- Tasco (wood processor), Geelong
- Hong Kong Institute of Certified Public Accountants
- NCB Capital (banking), Saudi
- Dashboard Insight (software developer), Toronto
- Inland Revenue, Fiji
- Open University, UK
- Development Bank, Fiji
- European Space Agency, Rome
- ActewAGL, Canberra
- Australian Post, Western Australia
- Ricoh, NZ
- Pars Khodro (car manufacturer), Iran
- Bank Islam, Brunei
- Lloyds of London (insurance)
- Cropcare, Brisbane
- Queensland Rail

Course White Papers can be purchased from www.davidparmenter.com

Course Format

This course will be held in a highly interactive workshop format with case studies, better practice examples and implementation guidelines.

Certificate of Attendance

Upon completion of this course you will receive a signed Certificate of Attendance

Course Material

- All delegates will receive a slide handout for notetaking
- A copy of 'The leading-edge Manager's guide to success – strategies and better practices'
- Electronic templates from the book

Programme Schedule

08.30	Registration
08.45	Morning session begins
10.40-11.00	Refreshments & networking
12.45	Lunch
13.15	Afternoon session begins
14.40-15.00	Refreshments & networking
16.45	Finish of day with opportunity for further networking on the putting green

Presenter

David Parmenter is an international presenter who is known for his thought provoking and lively sessions, which have led to substantial change in many organisations. David is a leading expert in: the development of winning KPIs, replacing the annual planning process with quarterly rolling planning, quick month-end processes and making reporting a decision based tool.

His work on KPIs has received international recognition through: an award from the International Federation of Accountants, the popularity of his webcasts on various sites, and the success of his KPI book.

He has speaking engagements as far afield as Auckland, Wellington, Sydney, Melbourne, Brisbane, Adelaide, Canberra, Perth, Darwin, Darussalam, Kuala Lumpur, Singapore, Johannesburg, Jeddah, Tehran, Prague, Rome, Dublin, London, Birmingham, Manchester and Edinburgh.

John Wiley & Sons Inc have recently published two books titled "Winning CFOs: Implementing and Applying Better Practices" and "The Leading-edge Manager's Guide to Success – Strategies and Better Practices". His "Key Performance Indicators – developing, implementing and using winning KPIs" is now in its second edition and is a best seller.

David has an in-depth understanding of better practices of corporate accountants across all sectors. David has also worked for Ernst & Young, BP Oil Ltd, Arthur Andersen, and Price Waterhouse. David is a fellow of the Institute of Chartered Accountants in England and Wales.

He has written over 50 articles for the accounting and management journals. He has won two 'article of merit' awards from the International Federation of Accountants. (2007 and 2009). His published articles titles include: "Quarterly rolling planning – removing the barriers to success", "Throw away the annual budget", "Beware corporate mergers", "Implementing a Balanced Scorecard in 16 weeks not 16 months", "Convert your monthly reporting to a management tool", "Smash through the performance barrier", "Is your board reporting process out of control?" "Implementing winning Key Performance Indicators", "Quick month end reporting", "Conquest leadership – lessons from Sir Ernest Shackleton" etc.



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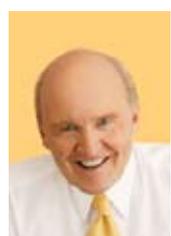
Lessons from the paradigm shifters:



Jim Collins



Gary Hamel



Jack Welch



Tom Peters



Peter Drucker

Learning highlights of the leading edge manager's guide to success

- **Getting the foundation stones in place** (Finding out about yourself, how to minimize your own personal baggage, locating a cluster of mentors, finding a great organisation and CEO to work for)
- **Mastering the soft skills** (Creating winning personal and work habits, improving team performance, selling change to the CEO, SMT and the Board, becoming more financially aware, working smart with the outside world)
- **Effective recruiting** (How to get the right people on the bus, lessons from Peter Drucker, Jack Welch and Jim Collins)
- **The reporting performance** (Daily and weekly reporting that will make a difference, reporting to the Board including a one page dashboard)
- **Mastering performance** – Making strategy work – a 12 slide strategic plan, how to find your organisations CSFs, finding your organisation's KPIs, the Toyota business principles that give Toyota a 15 year advantage, rolling planning – the replacement to the annual planning process)
- **Winning leadership** (Lessons from great leaders, a new leadership model that over a 13 week period will bear fruit,)
- **Areas where costly mistakes can be made** (Take overs and mergers, reorganisations, performance bonus schemes)
- **The forgotten management lessons from the masters** (Peter Drucker's, Jack Welch's and Jim Collin's work will be explored and valuable lessons unearthed that can have a profound impact on the way you manage and lead staff)

Venue Information

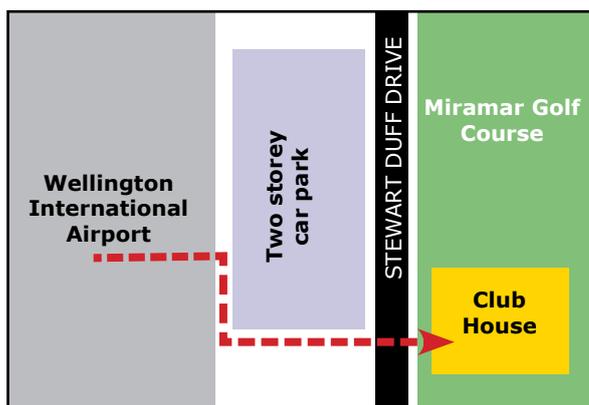
I have run five days of workshops at Miramar Golf Club by Wellington airport. The lunches are memorable and those not time pressured at the end of the day can enjoy a putting competition with a drink. Accommodation at the local airport motel is excellent for those who can get a cheaper late evening flight.

We will aim to start around 8.45am and finish at 4.45pm enabling those flying home to get back at a reasonable time.

Course Booking

The price is (excl GST) \$800 for one person, \$1,400 for two, \$1,800 for three. **If you get some of your peers from other organisations to come I will share the discount between you. Just put the details all on one form.**

Name(s) & Titles of those attending	Session	Price	Sub total
	17 May		
	17 May		
	17 May		\$
		GST at 15%	\$
		Total	\$



Booking required **by 5pm 5 May** (deadline for venue confirmation).

Email to parmenter@waymark.co.nz

Payment required by direct credit **before 12 May**.

The invoice will be faxed and will include direct credit details.

www.davidparmenter.com

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