Our Signature Seminar

"Navigating Success: Leadership Lessons from a seasoned Skipper".

Delivery Type: Live - In Person
Net Training Duration: 7 Hours (Two x 3.5hr Sessions)

About the Course

Embark on a transformative leadership journey with our innovative course. This program draws insightful parallels between the strategic skills of an experienced sailing skipper and the visionary leadership qualities of a successful organizational leader.

In this metaphor, the sailing boat represents your organization, while the crew symbolizes your team members. In the vast sea, where the safety of both the boat and its crew are paramount, every detail matters. The skipper's skills directly influence decisions and actions that can be either lifesaving or detrimental for both the vessel and its crew. By mastering these essential skills and recognizing their significance, you will establish yourself as a trusted leader, capable of guiding your team through uncharted waters.

Course Overview: Looking into the duties and responsibilities of a skipper you are will be guided into a journey of self-discovery and skill enhancement as a leader in your organization. The principles and skills you will learn have been carefully identified and codified, applicable to any leadership role you undertake. You will discover that leadership is not an elusive talent reserved for a select few, but rather a challenging and dynamic skill that can be developed by many. Through examples and case studies, participants will gain a deeper understanding of the leader's role and the demands that accompany it. This course offers a fresh, realistic, and practical perspective on leadership.

Course Overview

Who is it for: The course is designed for aspiring and seasoned leaders, looking for tools and new insights to steer their teams towards uncharted territories of success.

Key Takeaways:

- **The Essential Qualities of a Leader:** While leadership styles may vary, the foundational principles remain consistent, whether you're navigating to your destination or striving to achieve your professional and personal goals. Discover the **4+1 prerequisites** that every leader should cultivate at all times.

- **Achieving Team Cohesion:** The cohesion of the crew is a vital component for survival, whether in the confined space of a sailing boat or in the comfortable environment of a business office. Explore the art of crew management, ensuring that every team member is aligned with the common goal, much like a skipper commanding the deck. Effective, clear and direct communication serves as the foundation for any successful team.

- **Problem Solving and Decision-Making:** Gain the confidence to make decisive calls for critical decisions, whether during routine business operations or turbulent times, drawing inspiration from a skipper's resolve in the face of a storm. Learn to discern whether a problem is linear or systemic, identifying if it arises from a systems issue or a people issue. Equip yourself to make bold decisions grounded in facts and data.

- **Adaptability and Resilience:** Learn to navigate the changing tides of the business environment and the challenges that lie ahead, much like a skipper adjusting to shifting winds and currents. Recognize the importance of adaptability for the survival of your team and organization, as well as the vital role resilience plays in moving forward in the face of failure or adversity.

- **Conflict Resolution and Negotiation:** It only takes one person to create discord on deck, and in extreme cases, it can even capsize the boat! Become the individual who resolves conflicts and negotiates effectively with stakeholders, authorities, and their team. Discover practical tips that you can easily implement to achieve positive outcomes.

- **Strategic Planning:** Just as a skipper charts a course for safe passage (the Strategy), learn to identify and outline your organization's path to success. Effective risk management is the main characteristic of a skipper's strategy that is crucial for the survival of the boat and the safety of the crew. Likewise, learn to adopt the successful strategy and set your business targets for its implementation in a way that allows you to manage risks effectively and guide your team safely toward your desired goals.

Why Choose 'Navigating Success'?

- **Simplicity:** The principles of leadership are presented in a manner that is accessible and easily adoptable for any engaged leader. This program offers a realistic and practical approach to leadership keeping away from acronyms and complex ideas regarding leadership.

- **Expert Instructor:** The instructor brings extensive boardroom experience and business acumen, having actively participated in various leadership roles in the Corporate Sector for the past 30 years. At the same time, he is a certified Sailing Trainer with the American Sailing Association and leads a sailing school that comprises 15 trainers.

- **Interactive Learning:** Participate in simulations and real-world scenarios that reflect the challenges encountered both at sea and in the office or boardroom. Each case is meticulously selected for its maximum impact, drawn from the instructor's own experiences as well as from other authentic cases. The training approach is the Story-Teach-Tool technique giving participants the opportunity to really learn and use the principles examined.

- **Follow-up and Tools:** A few weeks after the training concludes, participants will have a private follow-up meeting with the instructor to review their progress, discuss how they have applied the skills learned, and outline their path forward.