



# Lead a winning team: Management training masterclass

**Andy Fell** | Founder Gift631, Former National GM  
St George Retail Bank

## Course Overview

A fast-moving and interactive one day workshop to enable attendees to gain practical skills and confidence in how to lead and manage others. The program is full of processes and techniques that are easy to both implement and sustain. Drawing on Andy's 25 years of corporate leadership experience the program covers four critical areas: leading yourself, leading others, building the team and coaching for success. Takeaways include the 'A' frame for success, winners checklist, winning behaviours, top tips to maximise your time and stay ahead as well as the 'power of 10' coaching framework and other coaching, goal-setting tools.

## Course Outcomes

- > Develop your individual leadership style. Identify your strengths, what you stand for and what you bring to a team.
- > Learn to develop a high performing culture; generate a loyal and committed team who use discretionary effort who strive for excellence.  
  
Learn techniques to coach team members to set goals and achieve KPIs.
- > Learn to set personal goals, structure your own time to focus on things that matter most and a framework to balance managing and doing.
- > Learn to communicate confidently and with clarity. Make the complex simple, inspire action, win over sceptics, and have difficult conversations when necessary.
- > Learn the 'A' frame for success and take-away a simple 'winners checklist' to keep you on-track in the workplace.

## About Andy Fell

Andy Fell is an inspirational and dynamic speaker, executive leadership coach and facilitator whose purpose is to help as many people as possible strive to reach their true potential. Andy has 25 years of corporate experience in the UK and Australia including four years as National GM of St George Retail Bank. He is founder of Gift631 and Sales631; coaching consultancies focussed on business growth, culture, transformation and sales leadership.

## Suitable for

- > Emerging and existing managers looking to step up their leadership capabilities
- > Rising stars looking for an edge to accelerate their career trajectory
- > Managers finding it difficult to separate themselves from "the doing" to lead their team

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## Course Curriculum

### Module 1: Setting up your success

- > Who are you? Clarifying your purpose and why you do what you do.
- > The A frame for success.
- > Setting the tone for yourself and your team.
- > Maximising your time.

### Module 2: Leading Others (1)

- > What matters most?
- > Onboard new team members.
- > Set direction and goals.
- > Inspire action and keep a team motivated

### Module 3: Leading Others (2)

- > How to coach others
- > How to communicate with clarity and confidence
- > How to win over skeptics
- > Manage difficult conversations
- > Run effective meetings
- > Establish and manage performance reviews
- > Follow up is everything

### Module 4: Product Leadership - Developing You and Leading a Product team

- > Create a high performing culture.
- > Raising the bar.
- > Winning behaviours.
- > Managing exits: when and how to let people go

## Course Logistics

This workshop is one day and is limited to twelve participants, enabling Andy to support each person to develop their leadership skills. Andy delivers the course in person, weaving in real-life examples from his time working in leadership roles at various organisations and mentoring young leaders. At the end of the course you will walk away with confidence in your leadership capability and a clear vision and plan for leading your team. This workshop is held in an awesome boardroom in the CBD and runs from 9 am– 5.00 pm with short breaks. Lunch, morning and afternoon tea is provided.

*If you have questions about this course or to make a group booking please contact us.  
The contact us should link to open an email made out to [hello@zambesi.com](mailto:hello@zambesi.com)*