

Leadership and Negotiation Seminars

**1. Negotiating in Difficult Times: Position Yourself for Success**

Hear about how to improve your chances of success by understanding how to negotiate for you, your team and your organisation in a world of competing agendas.

At the end of the session you will have a number of techniques to try, be able to judge the right time to negotiate with internal and external stakeholders and feel more in control of the whole process of gaining buy-in to your agenda.

**2. Team Alignment: Getting the best from teams**

Take time out to consider what you want to achieve with and through your team. Review how to determine the strengths and weaknesses of direct and indirect teams and consider how to judge who is a supporter, where problems might arise and who, with a little direction, could help you achieve greater success.

At the end of the session you will have a number of techniques to try, know how to balance personal and group objectives to ensure greater success and consider when and how to deal with competing agendas that might limit or sabotage your plans.

**3. Motivating yourself: Understanding how to sustain or recapture peak performance**

Look at what is important to you and how to use your skills and interests to drive success and satisfaction.

At the end of the session you will have a number of techniques to try, understand how to make your interests and skills work harder for you and keep you motivated even when things get tough.

**4. Accelerating change: Moving from an idea to action with and through other people**

Work on moving through change and delivering your transition agenda whilst ensuring that the people around you become committed to the transition.

At the end of the session you will have a number of techniques to try, be able to describe the change you expect from yourself and other people and understand the best ways to approach any transition.

**5. Putting your message across: Clarifying what you want to say**

Hear how to combine your priorities into one great message. Understand how to use stories to make your message authentic and unique. Ensure that people hear your message.

At the end of the session you will have a number of techniques to try, know how to use your voice to achieve greater impact and feel more confident.

**Workshop Leader Jeanette Cowley** is the founding director of Go For Growth Limited and Red Egg Transition Coaching, specialising in helping businesses to maximise the performance of their top teams, develop and retain the best talent and resolve complicated management challenges.

Jeanette specializes in practical transformation work to develop and sustain group, team and individual performance, job satisfaction and motivation.

Before founding Go For Growth, Jeanette was a member of the executive of a FTSE 100 business as Group HR Director where she was responsible for around 90,000 staff worldwide. Her previous roles include Managing Director Learning and Performance at Marsh, and Head of HR UK and EMEA Operations at American Express. She has also held significant roles with Grand Metropolitan (now Diageo), Thorn EMI and in local government is a registered tutor at Henley Business School and gives her time to the International Women of Excellence.

**As an accredited mediator**, transition coach and expert in executive team alignment, Jeanette is dedicated to delivering on two questions - *What do you want?* *What do you care about?*

To discuss further please contact Jeanette Cowley at [jcowley@redeggtransitioncoaching.com](mailto:jcowley@redeggtransitioncoaching.com) or [jcowley@goforgrowth.com](mailto:jcowley@goforgrowth.com) or call her on +44 (0) 208 622 4478

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