



**TRAINING: TIER 1 & TIER 2 COMBINED**

**THE PERTH LEADERSHIP OUTCOME MODEL**

**SYLLABUS**

[www.perthleadership.org](http://www.perthleadership.org)

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## **Day 1 Introduction and Financial Signature**

### ***Introduction***

Session 1	Training Overview & Background	8.30-8.45 am
WG1	Main Leadership Approaches	8.45-9.00 am
Session 2	PLOM Approach	9.00-9.30 am
WG2	PLOM Comparisons	9.30-9.45 am
Break		9.45-10.00 am

### ***Financial Signature and Enterprise Valuation***

WG1A	Buying Mission	10.00-10.30 am
Session 1	Financial Signatures and Missions	10.30-11.30 am
WG1C	Composite Analysis of FOA Results	11.30-12.00 pm
Session 2	Are there Good and Bad Financial Signatures?	12.00-12.30 pm
Lunch and Assessments		12.30-1.30 pm
Session 3	The Impact of the Financial Mission	1.30-2.15 pm
WG3	Analysis of Corporate FOA Results	2.15-2.45 pm
Break		2.45-3.00 pm
Session 4	How Financial Mission Evolves	3.00-3.30 pm
Session 5	Valuation and Financial Mission	3.30-4.00 pm
Break		4.15-4.30 pm
WG5	Valuation Impact of the CEO	4.30-5.00 pm

## **Day 2      Changing Financial Mission**

Session 1	The Financial Mission Change Model	8.30-8.45 am
WG1	Starting a Company	8.45-9.00 am
Session 2	Leadership Outcome Type and Company Outcome	9.00-9.15 am
WG2	External Signals of CEO Dysfunction	9.15-9.45 am
Break		9.45-10.00 am
Session 3	The Components of Leadership Outcome	10.00-10.30 am
Break		10.30-10.45 am
Session 4	The Sixteen Leadership Outcome Types	10.45-12.00 pm
Lunch and Assessments		12.00-12.30 pm
Session 5	Identifying Financial Mission	12.30-1.15 pm
WG3	Composite Group Analysis of EXOA	1.15-1.45 pm
Break		1.45-2.00 pm
Session 6	Partnerships and Teams	2.00-2.15 pm
WG6	Choosing Your Co-CEO	2.15-2.45 pm
Break		2.45-3.00 pm
Session 7	The Behavioral Drivers of PLOM	3.00-4.15 pm
WG7A	Analyze a Public Company CEO	4.15-4.30 pm
WG7C	EXOA Intensity Results	4.30-4.45 pm
Break		4.45-5.00 pm
Session 8	Changing Financial Mission Performance	5.00-5.30 pm

## **Day 3      Advanced Topics and Commercial Issues**

### ***Advanced Financial Signature Topics***

Session 1	Financial Mission and Industry Evolution	9.00-10.00 am
WG1	Developing Management Techniques	10.00-10.30 am
Break		10.30-10.45 am
Session 2	Financial Mission and Business Strategy	10.45-11.15 am
WG 2	Partnerships and Teams	11.15-12.00 pm
Lunch		12.00-1.00 pm
Session 3	Maximizing Financial Performance	1.00-1.45 pm

### ***PLOM Programs***

Session 4	Implementing a Business Acumen Program	1.45-2.45 pm
Break		2.45-3.00 pm
Session 5	Overview of Products and Programs	3.00-3.45 pm
Sessions 6	Product Details	3.45-4.30 pm

### ***Business Issues***

Session 7	PLOM Pricing and Sales Issues	4.30-5.00 pm
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## **Day 4     Designing Perth Programs**

WG1	Proposing to a Senior Executive	8.30-9.30 am
Session 1	Presentation – Case Studies	9.30-10.30 am
	Presentation – Team Results	
Break		10.30-10.45 am
Session 2	Presentation – Individual Financial Program	10.45-11.15 am
WG2	Intervention Case Studies	11.15-12.15 pm
Lunch		12.15-1.15 pm
Session 5	Presentations 5A and 5B	1.15-2.15 pm
	Conducting a TFP	
Session 6	Presentation – Adapting to Different Levels of Leadership	2.15-2.45 pm
Break		2.45-3.00 pm
WG3	Coaching the Three Styles	3.00-4.00 pm
Session 7	Presentation – Coaching Session Structure	4.00-5.00 pm

## **Day 5     Conducting Impactful Programs**

Group Session	Coaching Session Demonstration	9.00-10.00 am
WG1	Financial Mission Workbook	10.00-11.00 am
Break		10.00-11.15 am
WG2	Coaching Simulation	11.15-12.15 pm
Lunch	Lunch	12.15-1.15 pm
WG3	Development Plan Preparation	1.15-2.15 pm
WG4	Difficult Situation Simulation	2.15-3.15 pm
Break		3.15-4.15 pm
Group Session	Next Steps	4.15-5.00 pm