

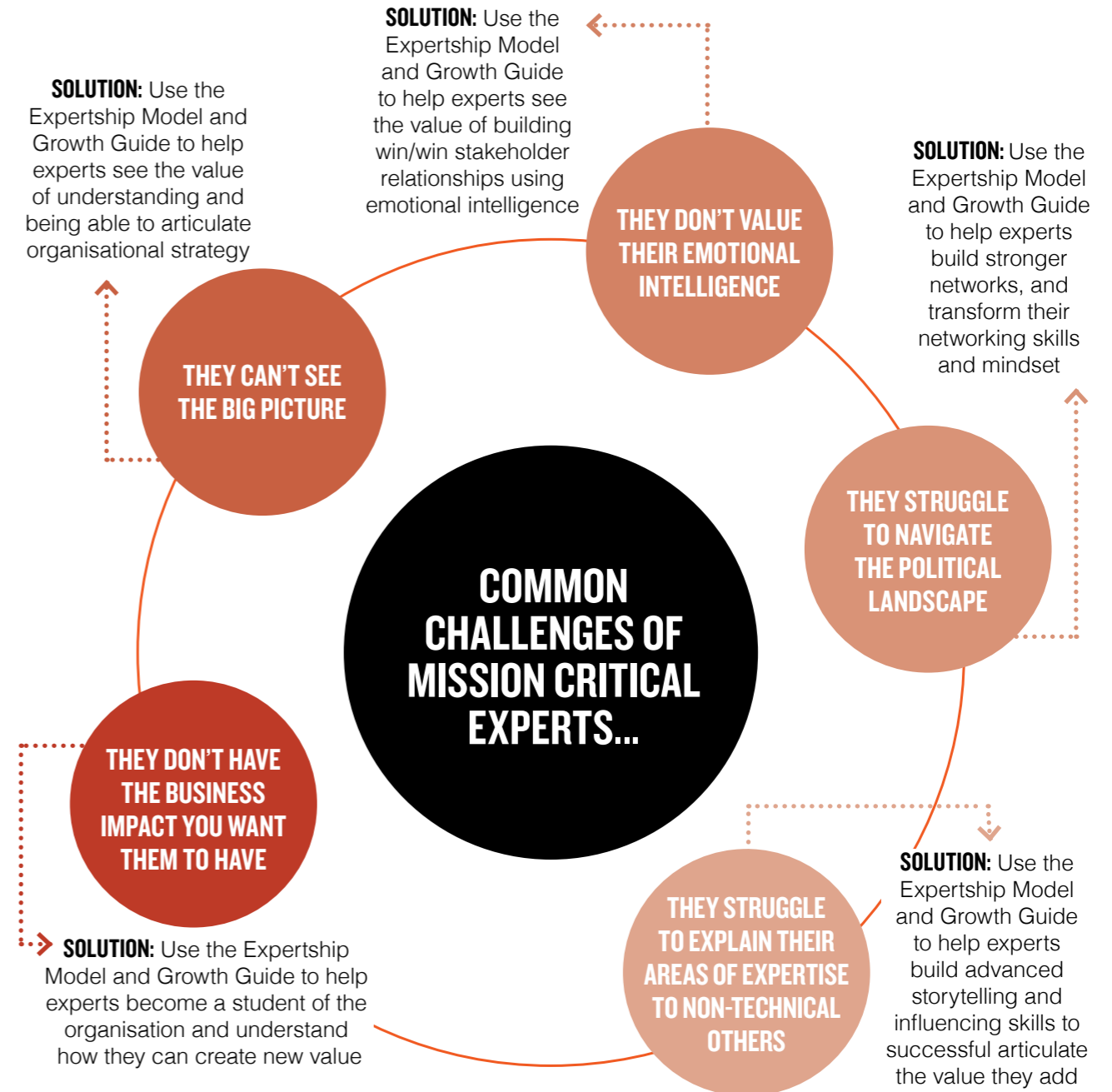
**LEADER OF
EXPERTS**

AN INVESTMENT IN **YOU** AND AN INVESTMENT IN **YOUR EXPERTS.**

This one day program provides immediate lessons in how to lead teams of experts to help them add greater value, share knowledge, build their organisational and market acumen, enjoy life more, and stay longer.



GETTING MORE VALUE FROM YOUR EXPERTS



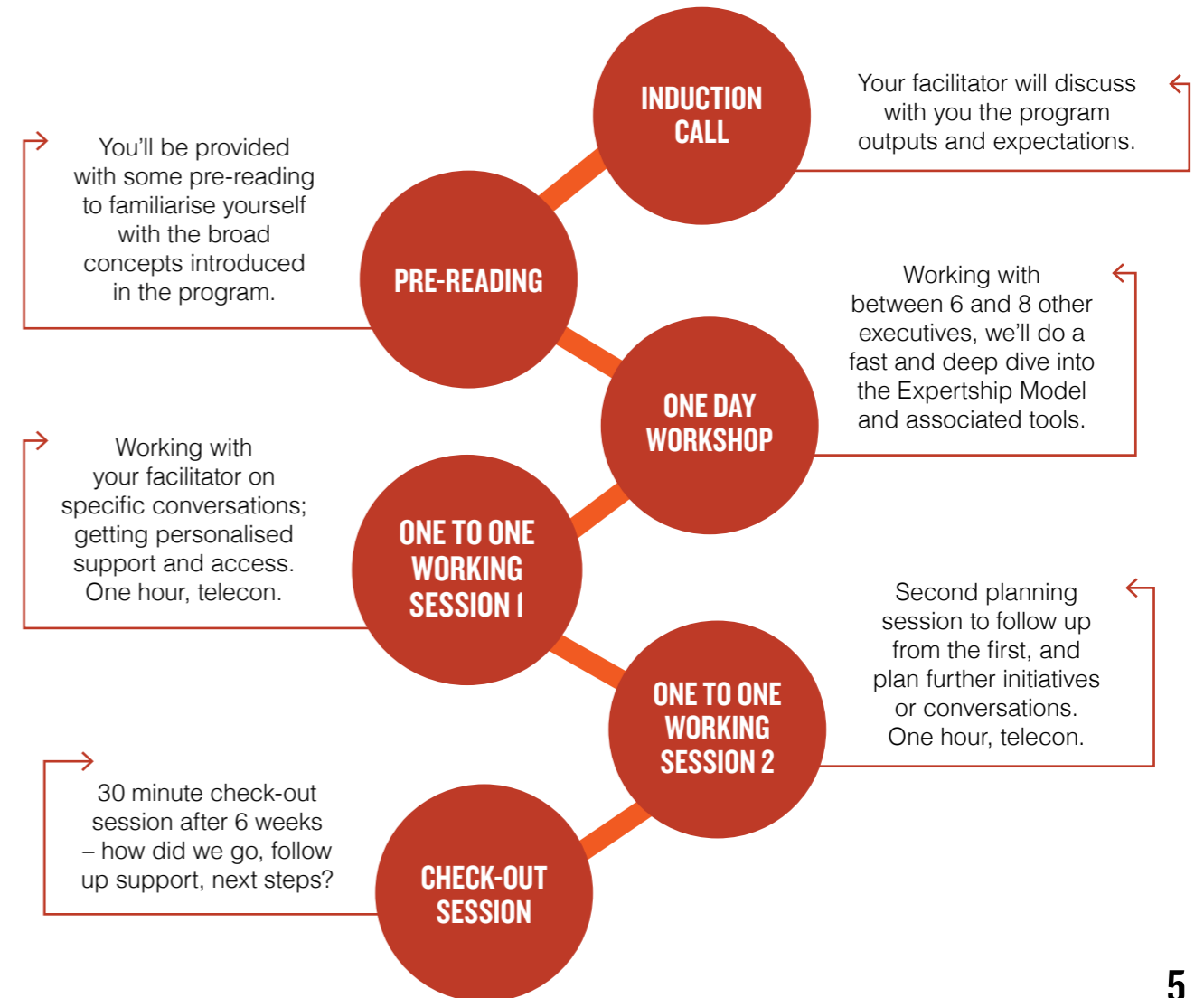
EXPERTS: DIFFERENT, BUT WORTH THE EFFORT

Most experts have advanced technical skills, but often need help developing their enterprise skills. This program will help leaders of experts have the conversation, and assist their experts in shaping and actioning meaningful growth plans.

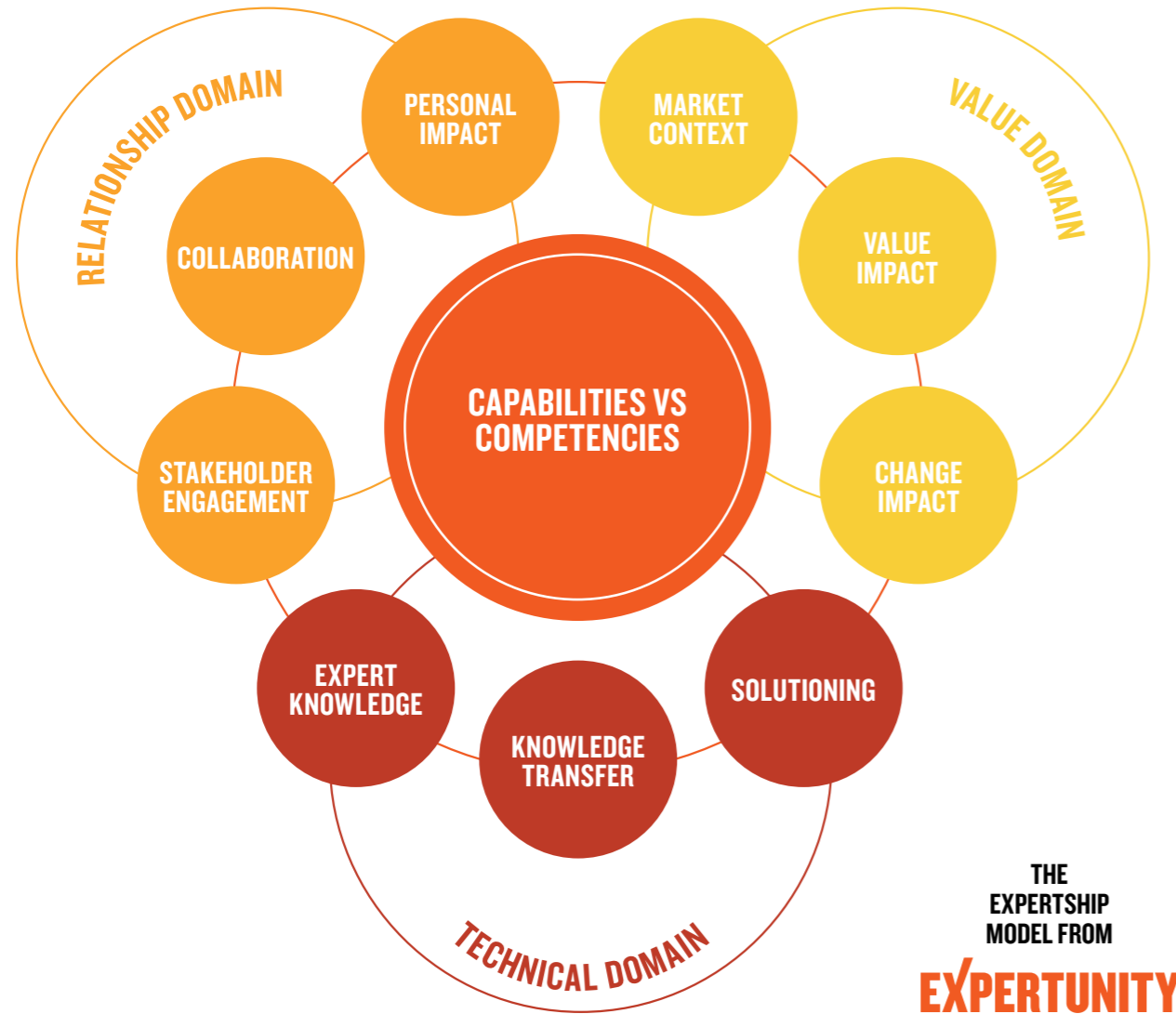
Most importantly, it will enable you to get your experts positively planning for the future and acquiring the skills they need to add more value.

A COMPLETE JOURNEY, COMPLETED QUICKLY

Busy leaders of experts don't have time for long programs. We've created a fast and furious deep dive, together with applied sessions that help you deploy the content and Expertship Model immediately with your experts.



UNDERPINNING CONCEPTS



LEADERSHIP CAPABILITY MODELS ARE COMMON:

BUT EXPERTS NEED A GUIDE TO CAPABILITY AS WELL



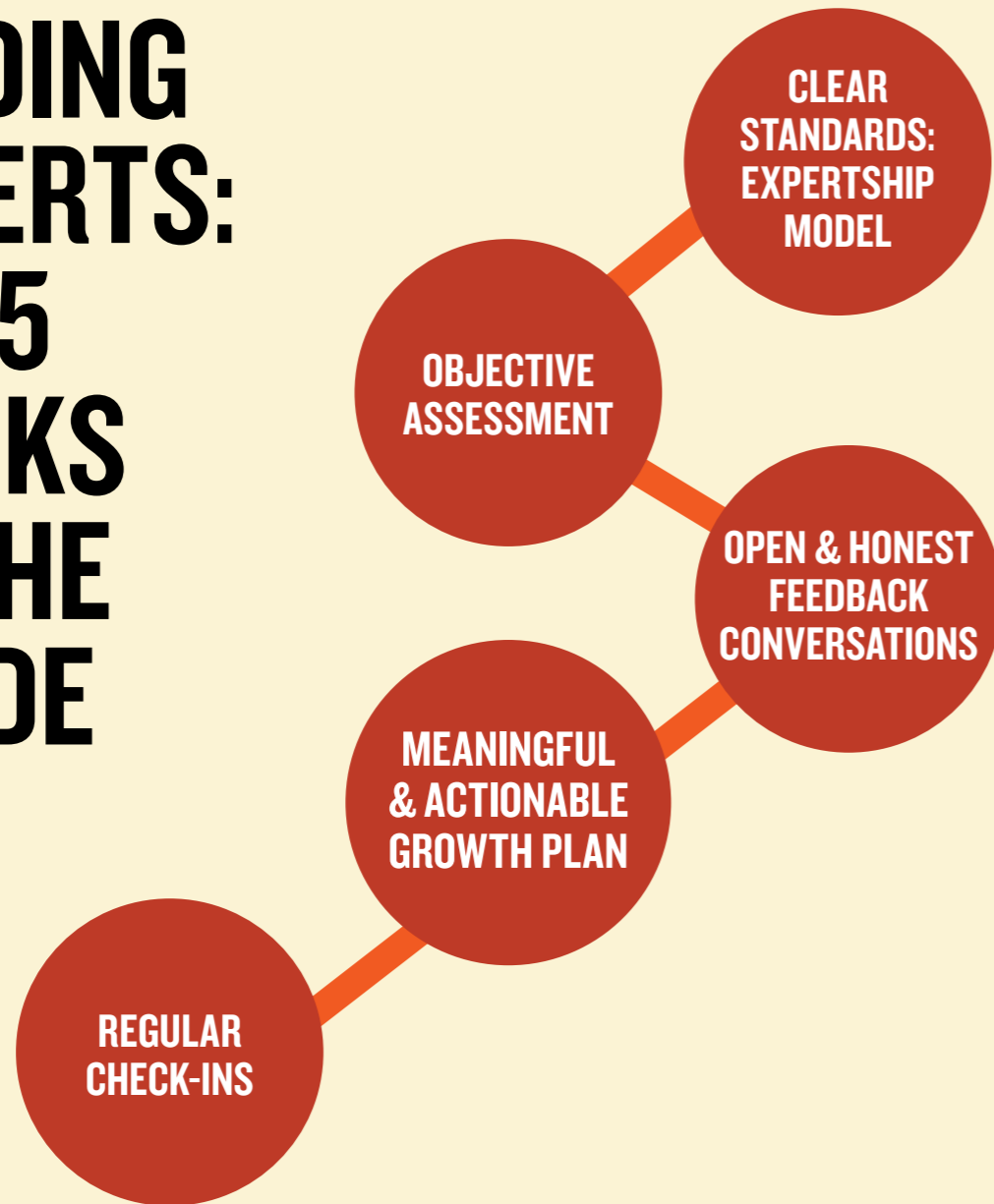
It is very difficult to have a sensible growth conversation with an expert if all they want to talk about is their technical skills.

The conversation needs to be wider – about how they can add more value by using enterprise skills as well as technical skills.

Expertunity's unique and ground-breaking Expertship Model helps experts and their leaders navigate these broader conversations effectively. Experts can see clearly that they can operate at a higher level – and most take on the challenge to be the best expert they can be.

This **LEADER OF EXPERTS** program is designed to help leaders of experts quickly master – and then deploy – the Expertship Model to have really effective conversations with their most valued experts.

LEADING EXPERTS: THE 5 TRICKS OF THE TRADE



WHAT YOU'LL LEARN ON THIS PROGRAM

CLEAR STANDARDS

We'll explore the Expertship Model so that, as a leader of experts, you are confident in talking about it, explaining it, and mostly importantly, leveraging it to help your experts find the next level of performance.

OBJECTIVE ASSESSMENT

We'll explore best practice for getting your experts to use the model to self-assess, and then for you to add your feedback. We'll also explore the Expertship 360, a tool that can be used to get much broader, objective feedback from the experts' stakeholders.

OPEN & HONEST FEEDBACK CONVERSATIONS

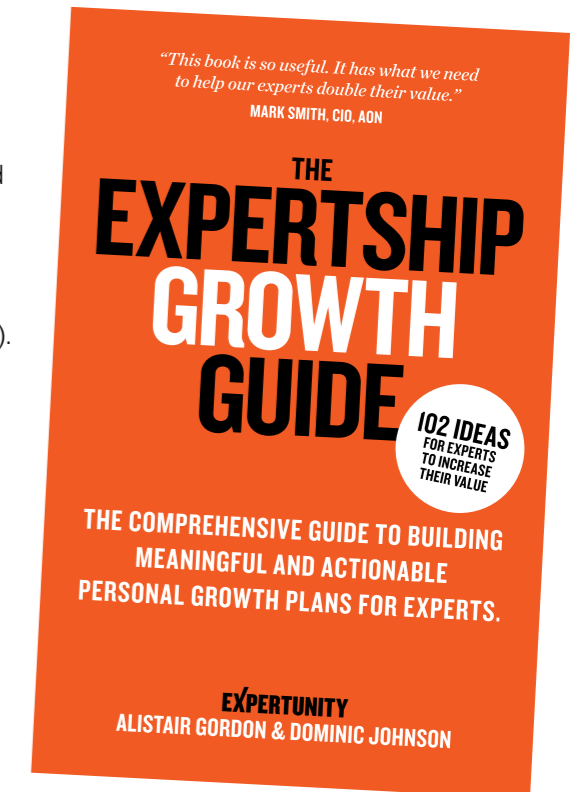
This is where the rubber hits the road. We'll rapidly cover best practice techniques to make these conversations enjoyable and effective. We'll capture and discuss how to deal with typical objections we get from experts.

MEANINGFUL & ACTIONABLE GROWTH PLAN

If it doesn't get documented it won't get done. We'll explore how to assist experts in writing a meaningful and actionable Personal Growth Plan (PGP). Every participant gets a copy of our unique 250 page Expertship Growth Guide to help them do this.

REGULAR CHECK-INS

We'll explore best practice and strategies for getting experts back on track if they lose momentum (as many do, because change is hard).



Every participant gets a free copy of the Expertship Growth Guide.

“WITHIN TWO WEEKS, SOME OF YOUR MOST VALUABLE BUT CHALLENGING EXPERTS WILL BE TRANSFORMED – EACH WITH A CLEAR INTENT AND PLAN ON HOW TO ADD MORE VALUE. YOU'LL HAVE MADE ALL THE DIFFERENCE TO THEM.”

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WHO AND WHY?

WHO?

Any executive who leads teams of technical experts, and who wants to help those experts get to a higher level of performance and value add.

The content suits C-level heads of enabling functions (such as IT, legal, risk, finance, and HR). Heads of Engineering would also find the content highly valuable.

WHY?

Powering up your experts has huge organisational and personal advantages. They add more value. They cause less friction. They stay longer, and in a more positive mindset. They promote the department brand positively rather than negatively. Powered up experts are a joy to work with and create enormous value via collaboration.

DELIVERY STYLE

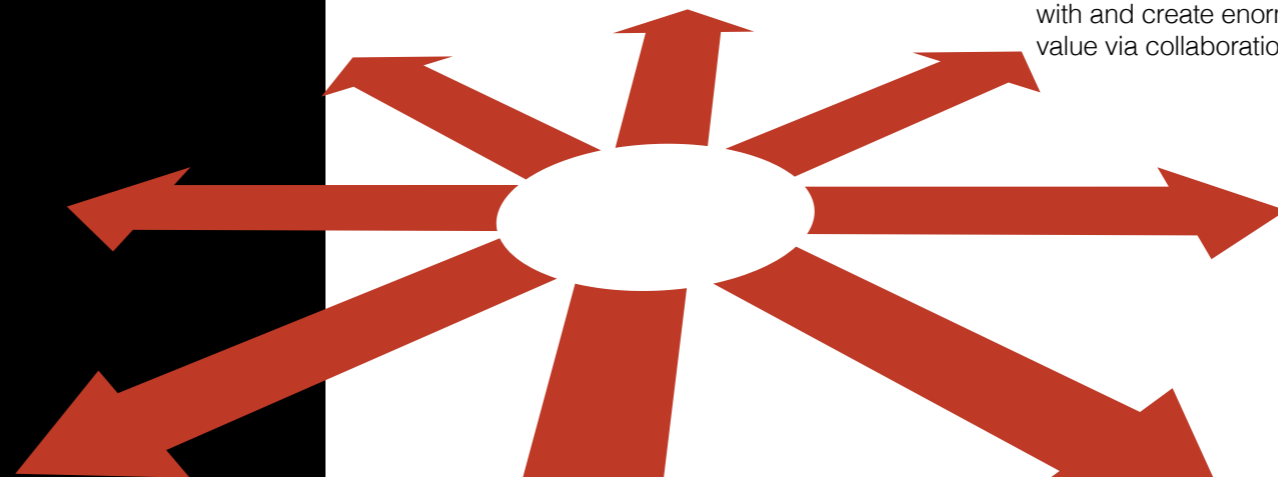
No death by PowerPoint. These sessions are designed for smart senior executives who want to get to the bottom of things, fast. A highly collegiate, collaborative design, where the facilitators facilitate, not teach.

WHEN?

Visit <https://expertunity.global/programs/program-dates/> to see dates for public programs in your city.

IN-HOUSE PROGRAMS

Expertunity, given the small participant number requirements, often runs these programs in-house for a small group of technical leaders. This allows us to customise the content to your precise needs.





LEADING EXPERTS: LET'S GET STARTED!

LEADER OF EXPERTS

REGISTRATION:

Please our website to see what dates for this program are in your city. Should there be no listed date, please contact us to see whether we have a program in the planning stage.

INCLUSIONS:

Your program fee provides the following inclusions:

- Copy of the Expertship Growth Guide
- Copy of the full Expertship Model capability framework
- Leader of Experts Workbook
- One day workshop (working time 8am until 6pm), working with one of the founders of expertship globally, including lunch
- Two one hour working sessions conducted by telecon or video conference, one on one
- Pre-reading package
- One year access to the Expertunity digital learning platform

- Complementary membership of the Expertunity Alumni

PRICING: Single registrations are A\$2,450 plus GST. Groups of three or more 15 per cent discount. Additional working sessions at A\$450 each. Group, Early bird and Alumni discounts available.

TERMS AND CONDITIONS:

Payment is required before the commencement of the program, usually upon registration via credit card. Participants who have registered but then cannot attend will be offered a place on a subsequent program. We regret that we don't offer refunds. You may nominate alternative executives to attend should you wish. If Expertunity dates change we will offer full refunds if the dates do not match your availability.

CONTACT US: info@Expertunity.global

MASTERING EXPERTSHIP

A PROGRAM FOR YOUR EXPERTS

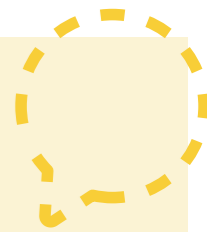
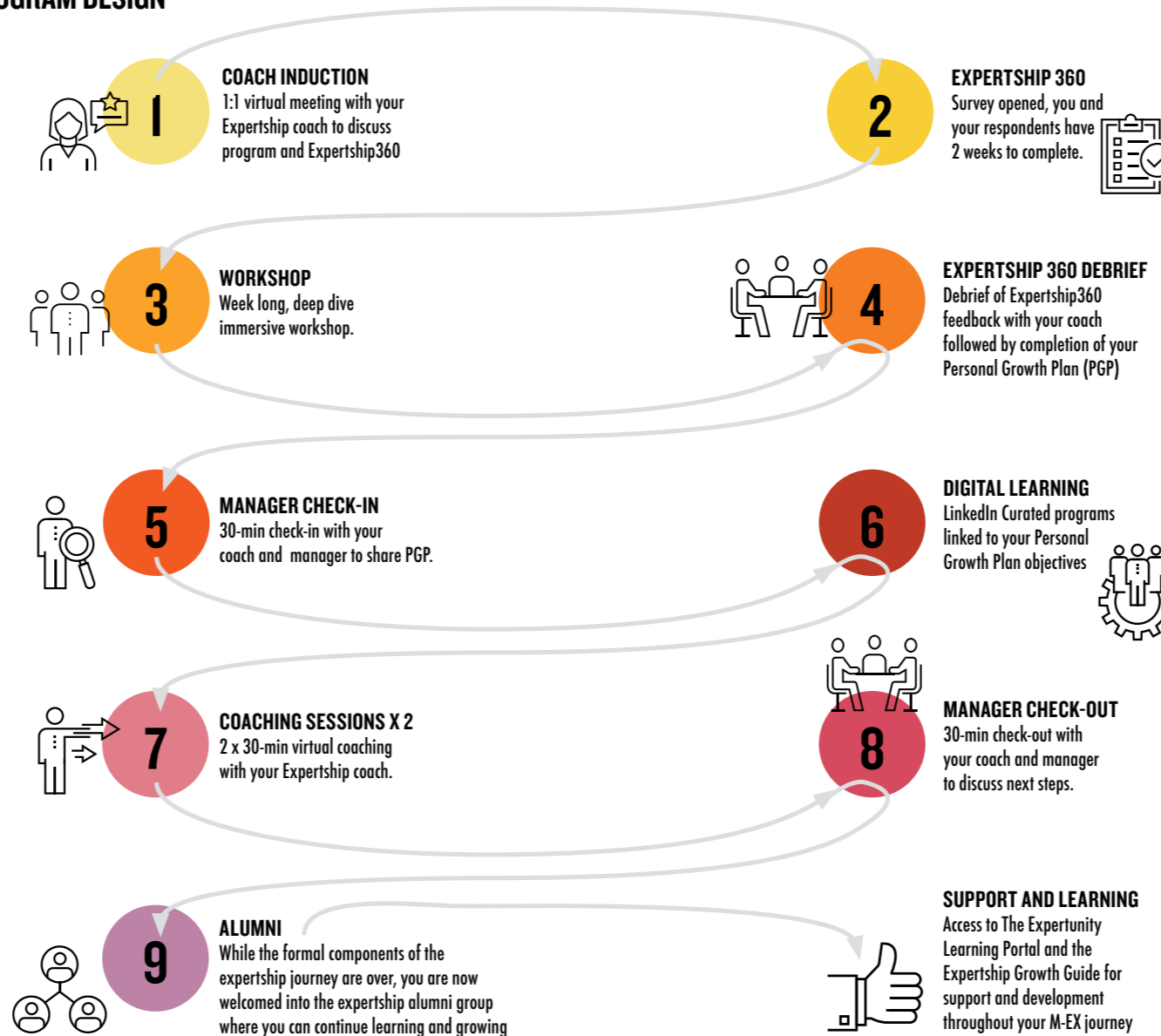
Mastering Expertship is our signature program for technical subject matter experts. With more than 1000 alumni, and extremely high ratings from participants, this is the greatest investment you could possibly make in your experts.

From the workshop participants walk away with greater insight into their own strengths and weaknesses, and a Personal Growth Plan.

Participants get individual coaching sessions to assist them deploy new skills and mindsets.

DOWNLOAD A PROSPECTUS FOR MASTERING EXPERTSHIP AT OUR WEBSITE – WWW.EXPERTUNITY.GLOBAL

PROGRAM DESIGN



SCEPTICAL AT FIRST, CONVINCED LATER: WHY YOUR EXPERTS NEED THIS PROGRAM

“I was highly sceptical early on. But the most valuable part was the self-awareness journey. There were many things I thought I was doing well and didn’t believe I needed to improve upon, but have now improved immensely.” *Software Development Engineer*

“Would I recommend this type of development – absolutely. I think for me it has been the one training that has resonated with me the most right throughout my career. It’s not only be an eye opener but a great motivator both professionally and personally. I think a lot of successful companies have very skilled technical experts and this is just the next level of training and development. I think it can definitely add value, and we’ve certainly seen that value added in the company I work for.” *Business Analyst, Financial Services*

“I couldn’t believe they had nominated me for this program. But I’m glad they did. The material where we discussed influencing techniques has been game changing for me. I was shocked that rational persuasion caused the most resistance. It was always how I tried to convince people, and always frustrated me when people didn’t ‘get it’.” *Deputy Legal Counsel*

“I said no the first time but decided to attend after reviews from colleagues. Prior to Mastering Expertship my business conversations with stakeholders were not always assertive. Now most are assertive. I can manage aggressive staff and direct conversations back to the value proposition which diffuses conflict and alleviates frustrations.” *Project Manager*



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