

# RETAIL & FMCG LEADERSHIP LEVEL 2: CRITICAL SKILLS FOR EXPERIENCED LEADERS

Raise operational performance  
through improved leadership &  
build high performing teams



9 - 10  
MARCH 2022  
ONLINE DELIVERY

## EXPLORE

- ▶ Capabilities and attributes of an effective Retail and FMCG senior leader
- ▶ Strategic leadership and management skills to enhance team performance
- ▶ Building resilient, high performing teams aligned with broader business strategy
- ▶ Effective management techniques and tools to navigate the 'new normal' and changing nature of work

## EXPERT FACILITATOR



**Claire Davis**  
Managing Director, Leadership  
Performance Coach  
Stretch Leaders

BOOK  
BEFORE  
23 NOVEMBER,  
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**\$500**



## VIRTUAL EVENT

Attend from anywhere!

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## ABOUT THE EVENT

In the retail and FMCG sector, businesses need to remain agile and able to adapt to the ever-changing operating conditions, regulatory and social world around us. To effectively step up to the next level, you will need to master new tools, techniques and approaches that will enable you to respond to change and provide the leadership direction that your organisation needs to thrive.

Aimed at middle to senior-level managers, this two-day workshop is an intensive professional development opportunity to enhance and refine your leadership skills in order to lead with confidence and conviction.

Delve into the increasing complexities of stakeholder management, building autonomy in your teams and becoming a key influencer and decision-maker. You will discover how your unique skill set can be sharpened to unlock your potential and take the next step in your career.

## Group Discounts Available!



**25% off**  
Standard Rate  
Team of 10+



**20% off**  
Standard Rate  
Team of 8 - 9



**15% off**  
Standard Rate  
Team of 5 - 7



**10% off**  
Standard Rate  
Team of 3 - 4

## DAY ONE

### Deep dive into your personal leadership values

- ▶ Learn the benefit of being a “FIT” leader and the consequences if you’re not
- ▶ Advocate your value as a leader
- ▶ Unpack common Retail and FMCG senior leadership challenges

### Evolve into the strategic decision-maker

- ▶ Explore current models and principles for strategic leadership
- ▶ Learn to act strategically and allocate resources effectively
- ▶ Apply strategic leadership principles in a high pressure, uncertain environment

### Great leaders never stop learning

- ▶ Explore leadership qualities for a continual learning mindset
- ▶ Setting up learning systems for you and your team
- ▶ Build feedback loops into business as usual

### Culture and Performance

- ▶ Influence mindsets, beliefs and behaviours
- ▶ Drive vision, values and visibility in culture transformation
- ▶ Be the role model for behaviour you want to inspire in others and leverage discretionary effort

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## DAY TWO

### Thinking differently - Drive change, innovation and creativity

- ▶ Explore the 'new normal' and changing nature of work
- ▶ Apply a Design Thinking approach to innovation
- ▶ Understand the behaviours and communication style of natural innovators

### Influencing up and out - Stakeholder management

- ▶ Identify your key stakeholders
- ▶ Influence up and across senior teams with impact
- ▶ Unpack the importance of messaging for influence

### Delivering high performance

- ▶ Tools to link innovation with strategy implementation
- ▶ Improve decision making in times of complexity and uncertainty
- ▶ Explore 'The unconscious bias' getting in your way of success

### Wrap up and review

- ▶ Establish the importance of balancing capabilities over your career
- ▶ Create a leadership action plan to address your strategic challenges

## YOUR FACILITATOR

Claire is an Executive Coach, Leadership Mentor and Board Member. Claire has over 20 years' experience in Senior Executive and Board roles following a distinguished career in Finance & Accounting. Claire's leadership roles have included Golden Circle and FoodWorks. For the last 11 years she has had the privilege of coaching Executives and Senior Managers, with clients including high profile organisations such as Suncorp, Telstra and Allergan.



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## WHAT OUR DELEGATES ARE SAYING



“ Fantastic initiation to leadership/ management with some real practical tools to take back and implement in the workplace. Extremely motivating and thought-provoking. Has Given me an insight into how leadership/management skills influence the workplace ”



“ I found the content of the course very valuable for me. This course has given me some really good ideas on how I can advance my skills and provided some very useful techniques. Thank you very much. ”



## Also Available



## RETAIL & FMCG LEADERSHIP LEVEL 1: EMERGING LEADERS & MANAGERS TOOLKIT

**16 - 17 FEBRUARY**  
Online Delivery

