

How You Deliver is Just as Important as What You Deliver

Business Issue

Creating lasting, productive business relationships within the context of corporate culture can be a daily challenge. You've committed to delivering specific results, and you must do that consistently with personal integrity and company values. It's not easy. The pressure to generate results can undercut how we behave and interact with others, but the quality of working relationships has a direct impact on productivity. Council of the Marble Star™ challenges you to succeed in both arenas: profit and professionalism, because how you achieve a result is as important as the result itself.



Learning Outcomes

You will learn to:

- Negotiate and build lasting, productive relationships that drive the results you promised
- Focus on long-term success and the market value of reputation
- Realize that your intentions can be misunderstood—and impact results—based on how others perceive you
- Sharpen your negotiation skills: identify and eliminate weaknesses; maximize upon strengths
- Synchronize culture with commerce

The Learner Experience

Set in King Arthur's Court, this themed and highly-interactive learning experience presents a challenge as old as Arthurian time—make money and forge relationships, while upholding cultural values. You won't earn your seat on The Council of the Marble Star if you only succeed in one arena. Along the way you will face deadlines, changing circumstances and rivalries—and you'll have a great deal of fun dealing with them. Are you up to the challenge? Knock on the door of The Council of the Marble Star and find out.

MAXIMIZE ZONE



PRACTICAL DETAILS

- 3-4 hour program
- Minimum group size of 10
- Teams of 2-5 participants
- Suitable for cross-functional and intact teams at all levels
- Ideal for use in both a conference and training setting



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