

Success in a Perilous Marketplace Demands a Winning Mindset and Fluid Execution



Business Issue

Your marketplace is fraught with perils—competition, customer demands, misinformation—but it's also rife with opportunities, if you can recognize and act upon them. But, we miss out if we don't have the relevant information, can't understand it or fail to apply it. And do we have the systems and checkpoints in place to adjust strategies and action plans as circumstances change? If not, how can we efficiently evaluate, plan and execute in order to optimize upon all opportunities? This is particularly challenging when we're operating within high pressure, deadline- and results-driven environments. Expedition Outback™ is experiential learning for exactly this situation. Discover the impact of fluid and effective execution as you work together to outwit and outlast the competition in the Australian Outback.



Learning Outcomes

You will learn to:

- Recognize all opportunities and value their full potential
- Communicate more efficiently within the team to create goal-directed consensus
- Identify quality information that can be leveraged to maximize results
- Quickly problem-solve, implement contingency planning and execute exceptionally in a changing landscape
- Build and re-engineer—as needed—information systems and checkpoints to speed progress toward desired outcomes
- Utilize a Winning Mindset—harnessing conviction and action—to generate outstanding results from every opportunity

The Learner Experience

Expedition Outback is a world of peril and opportunity, not unlike your marketplace. As Australian Overlanders, you and your team must traverse this vast terrain, amassing wealth and acquiring assets that you will deliver to the Royal Exposition. But you're not alone. Aside from the natural hazards (like outlaws and venomous critters!), you are competing against other teams, movement limitations and the clock! During this highly energetic and collaborative experience, you will discover how to identify and capitalize upon opportunities, fully leverage information and develop a results-driven mindset. But wait until you get back to the office! You'll suddenly find it easier to identify priorities, evaluate information and select the best available routes, leading to greater efficiencies, less stress and optimal results.

RESULTS

- 4-hour program
- Teams of 4-5 participants; no maximum group size
- Suitable for cross-functional and intact teams at all levels
- Ideal for use in both a conference and training setting



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www.yellowfoot.com

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