



TTMassociates
insight that moves



FROM
SKILLS
TO

BEHAVIOURS !
BE DIFFERENT . ACT DIFFERENT

A word cloud of various terms including: PASSION, EMOTIONAL INTELLIGENCE, COLLABORATIVE, EVOLVING, INSPIRING DRIVER, BUSINESS ACUMEN, POLITICAL INTELLIGENCE, INNOVATIVE ENTREPRENEUR, AUTONOMY, CULTURAL INCLUSIVENESS, and BEHAVIOURS.

BEHAVIOURS

SKILLS



INSPIRING DRIVER POLITICAL INTELLIGENCE
CULTURAL INCLUSIVENESS BUSINESS ACUMEN
AUTONOMY
PASSION
COLLABORATIVE
EVOLVING
EMOTIONAL
INTELLIGENCE
BUSINESS ACUMEN
INNOVATIVE ENTREPRENEUR
CULTURAL INCLUSIVENESS
INNOVATIVE ENTREPRENEUR EMOTIONAL INTELLIGENCE
POLITICAL INTELLIGENCE
AUTONOMY
PASSION
COLLABORATIVE
INSPIRING DRIVER
CULTURAL INCLUSIVENESS

The



PASSIONATE

Executive / Leader

This programme targets senior executives of the organisation. Leaders who are responsible for creating a diverse and inclusive environment.

This approach is based on the highest principles of inspiring motivators with a clear and definite set of corporate values.

The mission is to surface passionate attitudes and behaviours about creating successors through a learning culture. Leaders of tomorrow will drive the values and vision of the organisation with a unique and fresh perspective on behaviours.

As inspired communicators, executives will demonstrate empathic rapport with others and trigger them to innovatively think about new possibilities within the organisation by promoting development and growth.

Your executives will have elevated and renewed ambition whilst exhibiting determination and commitment in exceeding the organisation's goals.

Moreover, they will passionately be the ambassadors of trust, while building a culture of high expectation to achieve results at all levels of the organisation.

Module 1:

Organisation Dynamics,
Changing Environment &
Passionate Behaviours

The key challenges of businesses today.
Why executives have to be passionate
about their own goals
and organisation values?

Behavioural challenges that executives
face in achieving the organisations
performance goals. How their own
passion and that of others can create a
competitive advantage?

The passionate executive's formula for
success & uniqueness!

What is passion?

What behaviours demonstrate
your passion?

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Module 2:

Being Passionate About Diversity

Discovery journey of diversity and
preferences among stakeholders
Inside and outside the organisation.
Knowing oneself and knowing others!

How diverse thinking preferences
can influence different people's
perception in the organisation?

Dealing passionately with diversity
to achieve the organisation goals!

Module 3:

Nurturing Passion in Others
Through Inspiration!

Passionate communication that
touches the hearts and inspires the
minds of the workforce to mobilise
them and make them achieve the goals.

Disseminating passion through the
organisation layers and levels.

The culture of passion, challenges
and opportunities.

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Module 4:

Passionate Leaders, Develop
Passionate Successors

Passion towards developing
future passionate leaders.

Behaviours to develop future
passionate leaders.

Passionate leaders and their role in
coaching others to become passionate!

Don't let your passion become
your weakness!



Simon Lawson: Practice Leader, Customer Management

Simon is a senior management and sales consultant with ample focus on managing key accounts, corporate accounts and sales management. He works with organisations and individuals to increase their efficiency and productivity. He is particularly experienced at working with and facilitating groups of adult learners from all levels in an organisation. He has an excellent reputation for leading high-impact and highly participative training programmes in the areas of sales, strategic account management, negotiation and general management. After graduating with an honours degree in Psychology, Simon worked as a sales representative and sales manager for a company in the leisure industry. Following a Masters degree in marketing, Simon worked as a strategic account manager in the finance and communications industries. In 1989 he was offered the post of managing consultant in a London-based training and marketing consultancy, becoming an independent consultant and trainer in 1996. Simon has worked with clients in manufacturing, FMCG and service sectors. Among his clients are Allied Irish Bank, Coca-Cola, Nokia Networks, Novo Nordisk, Toyota and Unilever. He has worked in many different parts of the world – throughout Europe, the Middle East, the Far East, North and South America and Australia. He particularly enjoys the challenge of working in a multi-cultural environment.



Paula Cook: Management Partner

Paula Cook has been working in the management development field for 17 years. Previously, she worked in the area of sales and key account management. Paula was employed by Management Centre Europe (MCE), an organisation offering training and development to companies across Europe. During this time she held the positions of Key Account Manager and Project Manager and gained experience of managing global projects across three continents for organisations such as Nokia and Finnair. Paula is a senior consultant in TTM associates and managed many projects for the regional office in the Middle East, with Vodafone, Etisalat and others! She is also a core faculty member at the Suez University, the corporate university of the French industrial group of the same name. Paula has worked also for organisations such as the Helsinki School of Economics and the Swedish Institute of Management (IFL). Today Paula's portfolio comprises companies that include SCA, Bank of New York, Solvay and Egmont. Some of the most enriching projects that Paula undertakes is with an international NGO, which works with children in developing countries. With this organisation, Paula is able to pass on skills to individuals working directly with communities and children in Africa, Asia and South America.



Anneliese Mondon: Management Partner

Anneliese Mondon is an experienced business consultant and executive coach. She works mainly in Europe, although she has also worked with companies in the United States, Asia and the Middle East. Anneliese specialises in individual coaching, and has extensive experience in course design and training and facilitation of groups in leadership development, coaching skills and change processes. Anneliese has extensive experience in working with global companies and culturally diverse backgrounds. She acquired her knowledge from "working within" a global company through roles as head of European Affairs and Corporate Leadership Development Europe in General Electric. She is a co-author of a book on personal coaching published in Belgium. She coached many executives of various companies to enhance multiple career and developmental issues.



The
PASSIONATE
Consulting Faculty



PASSION



PASSION

BUSINESS ACUMEN