

MIKE DENISON



KEYNOTE TOPICS

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LEADING WITH IMPACT

Even the most successful business leaders can enhance their skills to deliver positive impacts across their organisation, simply by engaging more effectively with their team and putting continuous improvement at the heart of their company.

In this motivational session, Mike will help delegates to question what they want to achieve and how they can engage more effectively across all levels of the business to make those goals deliverable. He defines and discusses a coaching style of leadership that not only helps leaders to change their thinking practices so that they are always considering the next step but also helps them encourage others to think, take action and become more accountable. Mike demonstrates how, by integrating various management best practice processes, including goal deployment, PDCA (Plan, Do, Check, Act) and cadence development through patterns & routines, leaders can alter the dynamics of staff engagement to create a more transparent, goal oriented and, ultimately, successful business.

PLAYING THE SYSTEM

From infancy we learn by repetition and in this presentation Mike Denison illustrates how a systems-based approach to leadership based on repeated routines rather than the skills of the individual can enhance the impact of successful leadership in any organisation, large or small.

Mike outlines how an intuitive, skills-based style of leadership can work hand in hand with systematic leadership, creating a framework for successful leadership styles to flourish. He discusses the importance of establishing set routines for interacting with specific individuals at established times during the working week to help deliver more effective staff engagement, more structured management and more focused monitoring and measurement of continuous improvement goals.

This engaging session is not designed to develop leadership skills but to provide successful leaders with a proven system that will help them structure their time for greater effectiveness in the workplace.

THE SCIENCE OF LEADERSHIP

Most high level executives rely on their skills, their experience or the proven methodologies of MBA models to develop a distinctive management style, but in this fascinating discussion, Mike Denison asks whether there is a more scientific approach to understanding where success comes from and how it can be improved.

Mike uses neuroscience as a basis to reveal the different parts of the brain that we use to set goals, release instinctive responses and organise tasks and reveals how this scientific understanding can help business leaders nurture a more creative management style. By plugging in to scientific knowledge of how the brain works, Mike explains that we can learn to ask the right questions to get the best responses from staff and customers, set goals more effectively, motivate staff and engage with them both on a more focused intellectual level and with greater emotional intelligence.

If you've ever wondered how to reach the next level of engagement, influence and visioning with both your team and your customer base, this introduction to how your brain works could be invaluable!

ARE YOU PRE-PROGRAMMED FOR LEAN?

Lean management is designed to help businesses question how they do things so that they can improve them by taking out waste and inefficiencies. In this informative presentation, Mike Denison uses neuroscientific fact to help delegates understand why we naturally do things the way we do, and how we can change management processes for the better.

An ideal introduction to lean for any company that is seeking business transformation, this talk is also guaranteed to inspire those already on the continuous improvement journey. Mike explores how problem solving, standardised processes and work flow management can help business leaders understand the bigger picture and engage the whole team by promoting ownership of responsibility and accountability for business performance. While many business leaders insist that they do not have the time to be involved in every aspect of their operations, Mike can help you see that understanding what's happening within the business by observation rather than assumption can enable you to add more value to your business and motivate your team to work positively towards change.

ON TARGET FOR SUCCESS

As a business leader it's often much easier to set targets for success than it is to retain your focus long enough to hit them. In this inspirational presentation, Mike Denison reveals the secrets to maintaining focus and avoiding distractions, sharing with delegates a proven toolkit that will help them stay on target.

Mike provides an invaluable insight into the strategies required to achieve targeted thinking, talking you through the process of setting goals, planning the activity needed to achieve those goals and measuring your achievements along the way. He will teach you to train yourself to question your motivation and your progress as you work towards your goals and to keep your priorities high on your agenda at all times, despite the day-to-day demands of your role. If you've ever struggled to implement change in a sustained and focused way, this session will give you the tools you need to keep your plans on track.

THE MAGNIFICENT SEVEN SECRETS OF SUCCESS

It's hard to navigate your way through the leadership challenges of running a business without a roadmap for success and, in this thought-provoking presentation, Mike Denison provides a seven-point model for planning, achieving and assessing commercial goals.

Mike starts from the premise that if you don't completely understand what you want to achieve and why you want to achieve it you will be distracted from any goal or task you set yourself. If, on the other hand, you consider all the angles – including the obstacles that stand in your way and the things you're prepared to relinquish to keep yourself on task – then you'll have a much greater potential for success. Mike's seven point model will prompt you to ask yourself the tough questions and help you map your route to planning and implementing successful change.

LET ME SEE YOUR SKELETONS

For many businesses, the biggest threat to success is not the problems that the leadership team knows about, but the skeleton in the cupboard that's been allowed to remain hidden for far too long. In this challenging session, Mike Denison teaches delegates about the importance of facing your business demons as part of the process of positive change, using interactive activities and real life case histories to communicate the significance of the problems behind the problems.

Mike starts by inspiring you with the true story of a company that saved \$29 million over a 4-6 month period simply by addressing the root cause of its problems rather than trying to tackle the symptoms. He will help you to see the importance of constantly questioning your processes in order to plan the route ahead, measure progress and avoid failure. Ideal for companies that need to address issues within the business or those that want to move things up a gear, this fun session will help you see that the problems you know about may not be the ones you really need to tackle.

AT YOUR SERVICE

As a business leader, you know your customer base....or do you? In this engaging presentation, Mike Denison will help you see that there may be one 'customer' group on which you need to focus more of your attention: your staff.

Mike explains that, as the people closest to your customers and/or your product, your team is the greatest resource you have in helping you identify and plan the continuous programme of change your business needs to help it stay ahead. Using real life examples and interactive activities, Mike will help you challenge your perceptions of your role as a business leader and help you see the importance of nurturing your staff's achievements as the fastest and most effective route to realising your company's ambitions. Rather than viewing your team as the human resource that helps you do your job, this inspirational session will help you see yourself as the resource that can help your team be more effective in their jobs and Mike will provide you with a toolkit to help you develop skills, create structures for addressing problems, motivate, engage and support.

SPRINGBOARD TO SUCCESS

Successful relationships with both staff and customers is an essential part of business success and, in this informative session, Mike Denison shares his proven VAULT model for developing strong and sustainable relationships.

Mike's VAULT model is a five stage critical path to successful relationships which starts with providing Value to the customer, paying them Attention, and Understanding their needs in order to elicit Liking and Trust. Mike will take you through this process enabling you to share in the secrets of successful relationships that can help you win new business and retain existing customers.

THE INVISIBLE ELEPHANT

While the elephant in the room is a problem that everyone can see but no-one acknowledges, the invisible elephant is a much more insidious threat. Here is a problem that no-one knows is there, and unless you look for it, you might never understand what's trampling all over your capacity for success.

In this insightful presentation, Mike Denison reveals that the problems you can identify within your business are usually only symptoms of the real problem. Instead of tackling these as they present themselves, he argues, what business leaders should be doing is seeking out the invisible elephant and tackling it head on. Mike will enable you to adopt methods of systems thinking to help identify your company's problems and use them as an opportunity to gain a better understanding of your business so that you can make more effective improvements.

NEXT STEPS

Mike is interested in speaking opportunities that will allow him to share his knowledge in business transformation and leadership thinking, in order to motivate and inspire audiences.

As an accomplished specialist in his field, Mike always delivers content relating to his own extensive experience, working globally as one of the world's leading thinkers in lean transformation.

This practical experience enables him to connect with the audience to deliver interesting and thought provoking content.

Mike delivers bespoke speeches and seminars which are developed directly for the specific audience, this gives real value to the client.

The bespoke nature of Mike's delivery means rates can be variable, with costs dependent on travel, subject, audience and research necessary to deliver the specific content.
Satisfaction & Value Guaranteed !

Mike ethos is founded on value and client satisfaction
He believes in giving his audiences great value and sharing his knowledge.
We are confident you will be totally satisfied with the results.
Read what his clients say about him.....

<http://www.leanmentorinternational.com/testimonials>

<http://www.leanmentorinternational.com/speaking-seminars-conferences>

To discuss speaker opportunities with Mike Denison
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