

## i&A Presentations and Workshops

Sometimes, a presentation for an hour or so on the subject is all you need. On other occasions, when you want to really engage your people with the subject, a facilitated workshop is an excellent way to harness the power of your Team - to inform, seek input, explore options and align on focused action to make a difference. Going well beyond a presentation, an interactive i&A Workshop can address the specifics of your requirements, accommodate the availability of your senior management, and be sensitive to the number, nature and experience of your participants. Subject to the natural law that determines you can have any 2 of the 3 universal objectives concerning Quality (good), Price (cheap) and Timing (fast), i&A designs and facilitates workshops that contribute to your intent while respecting your budget. In addition to undertaking general facilitation, i&A offers particular expertise with **Presentations**, **Workshops** and Support Material in the following subject areas:

Phase	Workshop	Overview	Face Time	Presentations and Support Material (Available by negotiation to authorised parties)
Framework	<b>Good To Great</b>	"Can a good company become a great company and if so, how?" is the question asked by the well researched and highly acclaimed management book Good To Great (G2G) by Jim Collins. This workshop provides an interactive hands-on opportunity to explore the proven G2G framework and gain insights about how you can apply G2G to benefit your own organisation.	1 - 2 days	Good to Great Synopsis. <b>Applying Good to Great Presentation.</b> Interviewing for The Right Person. Action Plan. Progress Report.
Framework	<b>Blue Ocean Strategy</b>	The international best selling book 'Blue Ocean Strategy' (BOS) by W. Chan Kim & Renee Mauborgne provides a systematic approach to creating uncontested market space and making the competition irrelevant. This workshop reviews the BOS approach, principles and processes as well as the BOS forms so you can begin actively exploring and developing Blue Ocean Strategy for your own initiatives.	1 - 2 days	Blue Ocean Strategy Synopsis. <b>Blue Ocean Strategy Presentation.</b> Forms for developing Blue Ocean Strategy. Action Plan. Progress Report.
Planning	<b>Strategic Planning</b>	What are your organisation's answers to these questions: What does your business look like now? Beyond making money, why is your business in business? What are your Fundamentals; your Purpose, your Values, your Core Strategic Vision? What do you want your business to look like in the future? What strategies are your management team aligned on and will execute at the operational level over the next 3 - 5 years to fulfill on your Fundamentals?	1 - 3 days	<b>Going Somewhere Presentation.</b> Thinking about The Fundamentals. Future Possibilities with Merlin and Merlin+. Strategic Plan. Progress Report.
Execution	<b>Communicating and Executing The Plan</b>	Understanding and aligning on your Vision and associated Plan for your organisation or initiative. Reviewing, generating, discussing and committing to performing specific accountable actions (What, Who, By When) that contribute to achieving your Plan and fulfilling your Vision.	1/2 - 2 days	<b>Leadership and Management Presentation. Business Process Improvement (BPI) or Business Process Reengineering (BPR) Presentation.</b> Transforming your Organisation: Why Transformation Efforts Fail. Execution - Key Activities and Relationships. Action Plan. Progress Report.

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<b>Execution</b>	<b>Delivering Knock Your Socks Off Service (DKYSOS)</b>	Based on the revised edition of the definitive book about Customer service, 'Delivering Knock Your Socks Off Service' (DKYSOS) by Kristin Anderson & Ron Zemke, this workshop reviews and discusses the Principles and the How To's of DKYSOS, the Problem Solving Side of KYSOS, and how you Take Care of You.	1/2 - 1 day	Delivering Knock Your Socks Off Service Synopsis. <b>Delivering Knock Your Socks Off Service Presentation.</b> Action Plan. Progress Report.
<b>Information Systems</b>	-	Information Systems related <b>Presentations</b> by Ian Howard:	1 - 2 hours	<b>Information Systems Directions - A Consultant's View Presentation.</b> <b>Applying Good To Great so that IT Matters Presentation.</b>
<b>Execution</b>	<b>The Art of Getting IT Right (AOGITR)</b> For financial and accounting information systems using a contestable Request For Proposal (RFP) process	Understanding how to use a fair and contestable Request For Proposal (RFP) process to successfully discover, source and implement a 'best fit' Information System to satisfy your organisation's current and strategic business requirements.	4 x 1/2 days or 1 - 2 days	<b>AOGITR Presentation.</b> Sessions (including related Handouts): 1. The current Accounting IS Landscape and Procurement Process Overview. 2. Preparing for the Procurement Process; Expectations, Potential Suppliers & The Fuzzy RFP. 3. Running a Procurement Process through to a Formal Agreement. 4. Implementing - Successfully encouraging the Fat Lady to Sing.
<b>Execution</b>	<b>Project and Programme Management</b>	Appreciating the principles and practices of modern Project and Programme Management.	1 - 3 days	<b>Managing Programmes and Projects Presentation.</b> Project Set Up. Risk Management. Risk Mitigation. Issues Register. Action Plan. Progress Report. Status Report.
<b>Review</b>	<b>Strategic Review</b>	A structured and independent review of your current Strategic Plan and related activities.	1 - 5 days	Thinking about The Fundamentals. Strategic SWOT Analysis. Strategic Review Questionnaire. Strategic Plan. Progress Report.
<b>Review</b>	<b>Tactical / Operational Review</b>	A structured and independent review of your current operational / tactical activities.	1 - 5 days	Thinking about The Fundamentals. Tactical SWOT Analysis. Tactical Review Questionnaire. Execution - Key Activities and Relationships. Progress Report.
<b>Review</b>	<b>Project Review</b>	A structured and independent review of your Information Systems project to identifying positive aspects as well as areas of concern and opportunity that can addressed with effective action to improve project outcomes.	1 - 5 days	Information Systems Project Review, Report and associated Action Plan.

**Contact:** Ian Howard FNZCS, MIoD, BCom. i&A Services. **M:** 021 376 671 **e:** [ianh@ianda.co.nz](mailto:ianh@ianda.co.nz) **w:** <http://www.ianda.co.nz>