



mobile team challenge



7 Habits of Highly Effective People, Teams and Leaders

Mobile Team Challenge Ltd

**Unleash the potential
of your people**

A bit about us ...

Active in fourteen countries, on five continents

Mobile Team Challenge (MTC) is emerging as a world leader in the provision and supply of transformational programs and events, development products and resources that enable teams, organisations and communities to unleash the potential of their people - from Youth to Executives.



MTC has attracted clients like Amazon, E.ON, Liberty Global, Virgin Media O2, NASA, FedEx, Vodafone, Honda, the NHS, the RAF, Jaguar, Land Rover, the Royal Navy, Army, Intelligencia, B&Q, Royal Holloway University of London, Durham University, University of Kent, TUC, Mars / Masterfoods, over 200 Local Authorities, over 100 Schools and over 50 HM Prisons, Rehabilitation Centres and Youth and Community organisations.

MTC has empowered these organisations by developing key leadership and line management to tackle challenges and counteract negative influences - transforming teams into synergised groups that sustain high-performance and cultivate a proactive, successful and thriving organisational culture.

Worldwide Training Excellence

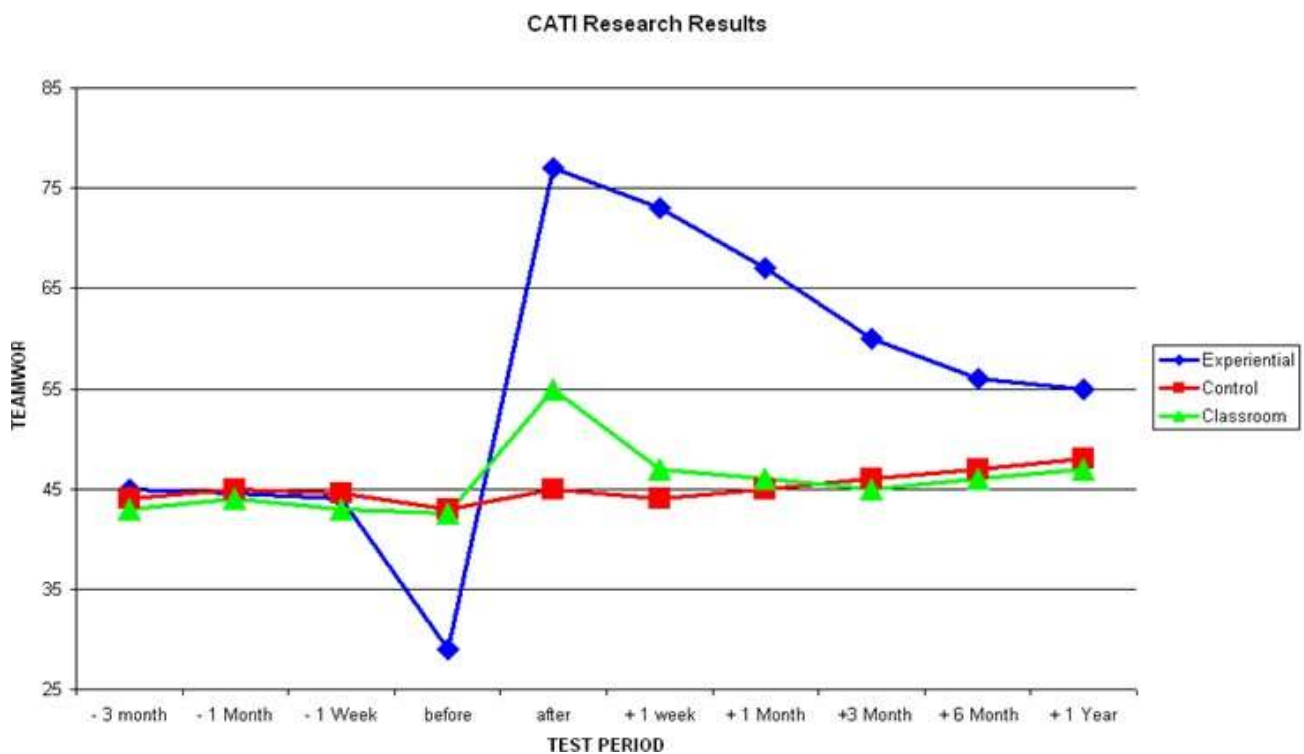
MTC offers a range of unique, highly enjoyable, and effective activity-based learning - providing development and education products and services including Personal, Team, Organisational and Management Development Programmes.

We offer World Famous "Train the Trainer" workshops to enable our clients to deliver their own inspirational training using MTC equipment as well as exciting and life-changing workshops facilitated by MTC experts. MTC's is involved with over 200 local authorities in the UK delivering modular development programmes for First Line, Middle and Senior Management. We also supply experiential learning equipment to a great number of these organisations.

Watch a short Video on who we are: [Link](#)

Why Experiential Learning?

The long-term results of Experiential Learning have been researched and studied by many academics – all of whom agree, that it is *THE* most effective method of learning. It guarantees a long term, behavioural, positive change in the performance of the learner – as the graph below demonstrates:



SOURCE: Scientific Research All research was performed by Dr. Simon Priest PhD

25 Year Experiential Education Expert. Publisher of over 12 books on the subject and on the Board of Advisors for PLAYTIME Inc

This chart shows that Classroom training provides a small increase in teamwork and increased efficiency that evaporates within a week.

Experiential Training provided a remarkable 77% boost in the Team and Organisations Development Index that continues to have residual effects up to 1 year later, without follow up.

Watch a short Video on the impact of Experiential Learning: [Link](#)



Workshop Overview

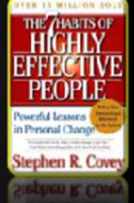
Stephen Covey's best-selling and award-winning book "**The 7 Habits of Highly Effective People**" is *STILL* the "Go To" book for all those people who are committed to Continuous Personal Development. This workshop refreshes the 7 Habits and applies them to the roles of Individuals, Teams or Leaders who want to use proven concepts to shift their paradigm of life and work.

Winning Behaviours and Attitudes

The 7 Habits of Highly Effective People

1. Be proactive
2. Begin with the end in mind
3. Put first things first
4. Think win-win
5. Seek first to understand, and then to be understood
6. Synergize
7. Sharpen the saw

Stephen Covey
(1932-2012)



- **Habits 1, 2, and 3** are focused on self-mastery and moving from dependence to independence.
- **Habits 4, 5, and 6** are focused on developing teamwork, collaboration, and communication skills, and moving from independence to interdependence.
- **Habit 7** is focused on continuous growth and improvement, it embodies all the other habits and focuses our attention on personal wellbeing, self-care and how to build resilience and resistance to stress.



Learning Outcomes

Delegates will:

- Learn how to develop **Proactive Behaviours** – taking responsibility for their reactions and intentionally promoting an emotionally intelligent mood in their team.
- Learn how to **drive innovation** while fostering thriving team dynamics using **Appreciative Inquiry**.
- Learn how to achieve **“Buy-In”** and foster **Collaboration**.
- Learn how to **prioritise and invest their time** in their most impactful tasks.
- Learn how to turn Conflict into Collaboration – **Managing Conflict in Teams**.
- Learn to **use empathic listening to build trust** and communicate more effectively with all stakeholders.
- Gain a **deeper insight into themselves and how they work with others** and the dynamic impact that diverse personalities have within a Team.
- Learn how to demonstrate **Diversity** and **Respect** with other people whose *style* is different to their own. (i.e. *“Different doesn’t mean wrong”*)
- Understand the dynamics of how to create a **High Performing Team**.
- Increase their **Self Awareness** and **Confidence**.
- Develop their personal **Emotional Intelligence**.
- Participate in **Experiential Activities** and **Team Building**.



Development Tools & Leadership Models

Tools and Models usually covered in training:

- Circle of Concern vs Circle of Influence
- Situational Leadership Theory – Hersey-Blanchard
- Tuckman’s Leadership Model
- Appreciative Enquiry
- The Eisenhower Matrix
- Time-Management tools: Timeblocking, Distraction List, Pomodoro Technique, The Pareto Principle, Eat that Frog, SMART.
- Conversations Worth Having
- ABC’s of Conflict Resolution or Management
- Johari’s Window
- The Transitional Curve – Kubler Ross
- 8 Emotional Intelligence Attitudes and Behaviours
- Daniel Goleman’s 6 Emotionally Intelligent Leadership Styles
- 6 Performance Drivers of Effective Teams - EBW
- Six Thinking Hats – Edward DeBono
- The Lewis Model
- The 5 Dysfunctions of a Team – Patrick Lencioni

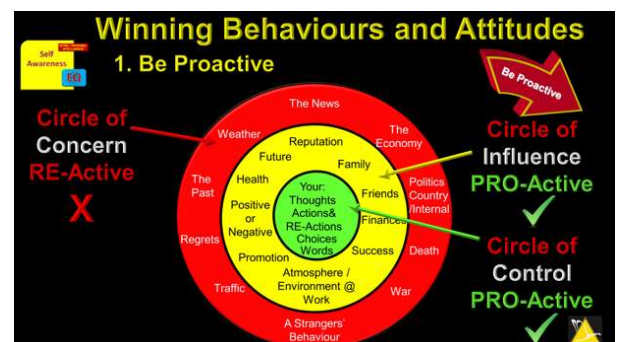
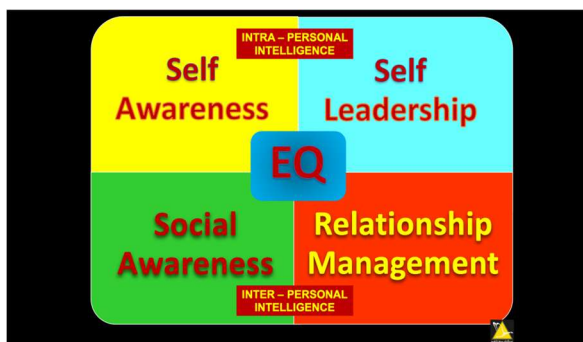
Others that can be found in the workbook:

- Leadership, Followership and Conflictors
- Tannebaum & Schmidt Leadership Continuum
- The Disney Creative Strategy
- Transactional Analysis

Habit one - "Be Proactive!"

Take responsibility for your reaction to your experiences. Take the initiative to respond positively and improve the situation. Recognise your Circle of Influence and Circle of Concern. Focus your responses and your actions on the centre of your influence and constantly work to expand it. Don't sit and wait in a reactive mode, waiting for problems to happen (Circle of Concern) before taking action.

- Taking personal responsibility for outcomes
- Recognising the Circle of Influence
- Creating the Emotionally Intelligent Mood for your team
- Creating Winning Behaviours and Attitudes

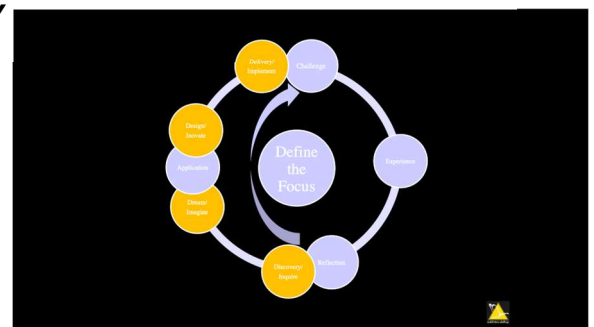


Habit two - "Begin with the end in mind"

Envision what you want to achieve in the future so you can work and plan towards it. Understand how people make decisions in their life. To be effective you need to act based on principles and constantly review your mission statements. *Are you – right now – who you want to be? What would you say about yourself? How do you want to be remembered?*

How to plan projects and programmes – *PRO-Actively*

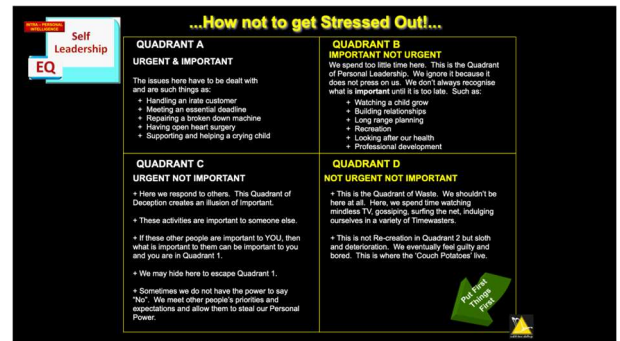
- How to Create "buy-in" so that your teams all pull together
- Increasing the level of Accountability in your Team
- Collaborative Working across Teams and Organisations
- Leading through and beyond change



Habit three - "Put first things first"

Matrix of *importance vs urgency* that Stephen Covey and Dwight Eisenhower used in deciding where to invest their efforts. Categorising your tasks into what is important and what is urgent. Learning the art of prioritisation and over-coming all those "time-stealers" which distract you from achieving your Goals. Principles of Professional Prioritisation.

- Creating optimised efficiency through prioritisation
- The "important and urgent" analysis of what you do with your Time
- How can you do MORE in the same amount of time?
- Where do the most successful leaders spend their time?



Habit four - "Think Win-Win"

Genuine feelings for mutually beneficial solutions or agreements in your relationships. Value and respect people by understanding a "win" for all is ultimately a better long-term resolution than if only one person in the situation had gotten their way. Think Win-Win isn't about being nice, nor is it a quick-fix technique. It is a character-based code for human interaction and collaboration.

- Overcoming the Fear of Conflict in your Team
- The ABC of Managing Behaviours
- Embracing Conflict in the Team
- Conflict Resolution and Management within Teams

Two Simple Practices

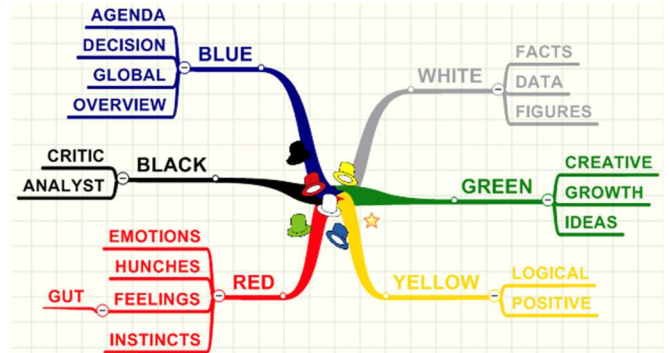




Habit five - "Seek first to Understand - then be Understood"

Use empathic listening skills to genuinely understand a person, which compels them to reciprocate the listening and take an open mind to be influenced by you. This creates an atmosphere of caring, and positive problem-solving. Applying inter and intrapersonal skills of Emotional Intelligence.

- Identifying your dominant Leadership Style
- Professional Communications – NLP, Transactional Analysis, Empathic Listening
- Recognising different Personality Styles
- Leadership Models: Action Centred Leadership / Situational Leadership / The Emotionally Intelligent Leader



Habit six - "Synergise"

Combine the strengths of people through positive teamwork, so as to achieve goals that no one could have done alone.

- Building Emotionally Intelligent, High Performing SUPER Teams
- Assessing the functionality of your Team
- Understanding the Five Dysfunctions of a Team
- Understanding Team Dynamics
- The 4 Theories of Motivation
- Applying the 3 Attitudes of Innovation
- Creating a culture where Innovation and Empowerment thrive

The Five Dysfunctions of a Team

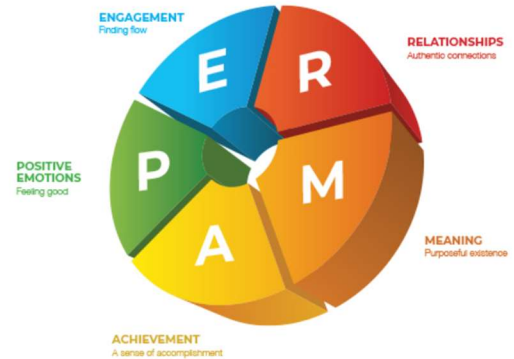




Habit seven - "Sharpen the Saw"

Balance and renew your resources, energy and health to create a sustainable, long-term, effective lifestyle, optimising wellbeing and building stress resilience.

- Maintaining Peak Performance
- Performance under pressure
- Recognising and applying the "Stress Busters"
- Overcoming Frustration and Conflict



8 Behaviours of Emotional Intelligence



DECISIVENESS

Willingness to make decisions, and take initiative



MOTIVATION

Wants to achieve, has energy & ambition, optimistic and positive.



INFLUENCE

Able to persuade others, gets own views across – like a position of authority



ADAPTABILITY

Responds well to change, is flexible and adaptable. Keeps an open mind



EMPATHY

Team oriented, sensitive to others' needs, respectful, tolerant & patient



CONSCIENTIOUSNESS

Meets deadlines, punctual, organised, tidy, dependable and self-disciplined



STRESS RESILIENCE

Copes with the day-to-day pressures of life with strong wellbeing



SELF AWARENESS

Knowledge of personal strengths and areas for development

Our Expertise Spans Multiple Sectors

- **Corporate:** Leadership, emotional intelligence, customer service, team development (and much more) for companies like Amazon, E.ON and Virgin Media.
- **Public Sector:** Training with the NHS, RAF, and various government organisations.
- **Education:** Developing university staff and equipping students with employability and life skills.
- **Criminal Justice System:** Helping staff and offenders achieve behavioural transformation and lower reoffending rates.
- **Charities and NGOs:** Supporting non-profits with team building, leadership training, and emotional intelligence development to enhance their impact.



What People are saying about MTC

Mobile Team Challenge's unique approach to Accelerated Learning and Development, through the utilisation of MTC techniques, produces outstanding results, highly energised and motivated attendees; some of whose comments have been:

'A Life Changing Experience...' (BUPA)

'Hands down, the best professional training I have ever attended'
(ISS Facility Services UK)

'A powerful, effective and common sense approach that produced only positive outcomes and excellent results' (Chelsea Building Society)

'A very rich and valuable training experience' (RAF Innsworth)

'MTC has proved to be exceptional and versatile for improving leadership, communication, teambuilding, mutual support, self belief, problem solving and creative thinking within. It's potential within the workplace is vast whilst also being great fun' (Tony Woodcock, Honda UK)

'An awesome delivery technique which makes learning great fun – it's changed my life.' (Moorlands College)

'A brilliant day – GREAT Team building and Awareness of Leadership'
(Ian Brookes, CEO Lorien)

'...A new dimension to our leadership and development programmes...'
(Chrys Murphy, Wing Commander, RAF)

"MTC is about building on success, to bring about even more success"
(Brett Nicholls, RAF School of Training)

"An excellent event – made me really think what being a manager was about!" (S. Derbyshire District Council)

'I absolutely can see the benefits of all the training we had and I was very pleased today to have been able to put the 'games' to good use! It was a great learning session coming out of disrespect, arguments, and cattiness with the children. I have seen some other situations around school today where these 'games' could have worked for people so please, please be confident to make good use of what we were taught as it really does work!!' (Spa Academy Asken)

And a few more ...

"MTC Training enhances existing leadership and team building activities and improves other training exercises."

Pamela Murray, RAF LTPD School of PT

'A very professional event which will have a profound effect on my life'
(Wokingham Borough Council)

"The most enjoyable and thought provoking course I have ever attended"

David Jordan, Prison Officer

"The MTC approach shows that the glass is "half full" and not "half empty". It will work within most organisations"

Dennis Griffiths, Prison Officer

"There are many valuable aspects to the MTC approach that develop communication, flexibility, trust, teamwork, etc. This can all be related and the lessons learnt transferred to work and life in general"

Stuart Cooper, Prison Education Officer, HMP

"The MTC Training course was very professional, great fun and packed full of great information"

Simon Folger, Prison Education Officer, HMP

"An excellent course – very professional and well presented. Thank you Barry."

Chris Belcher, Head of Learning and Development, S.Warwickshire NHS

**Behaviour changing games
creating
Game changing behaviour**

Other Sample Programs from MTC Ltd

- . Creating a Leadership Change Culture
- . Appreciative Inquiry
- . Team Leadership Programme
- . Coaching Skills
- . Train The Trainer
- . DeBono Six Thinking Hats
- . The 7 Steps of Highly Effective People
- . Disney Customer Service Strategy
 - “What if Disney ran your business?”
- . Six Sigma
- . Coaching and Mentoring
- . Strategic Planning using Appreciative Inquiry
- . Creativity and Innovation
- . Project Management
- . Consultancy Skills
- . Leading through and beyond CHANGE
- . Dealing with Difficult People
- . Sales & Marketing Awareness Programme
- . Delegation Skills
- . Development Organisational Learning Cultures
- . Emotional Intelligence
- . First Line Management Programme
- . Building Highly Effective Teams
- . Key Account Management
- . Solution Focussed Thinking: Decision Making and Problem Solving
- . Executive Team Mentoring
- . Neuro Linguistic Programming
- . Negotiation Skills
- . Partnership Working
- . Performance Management
- . Myers Briggs Personality Type Indicator
- . Project Management
- . Belbin Team Dynamics
- . Report Writing
- . Setting Objectives
- . Selling Skills
- . Strategic Planning
- . Stress Management / Work Life Balance
- . New Supervisor Skills
- . Conflict Resolution
- . Communication Skills - NLP
- . Modular Leadership Programmes
- . Time Management
- . Transformational Leadership



**UNLEASH THE POTENTIAL
OF YOUR PEOPLE**

www.mtceurope.co.uk