

## **AgLink – Skills Academy: Training Capability Statement**

*Organisation:* Intelligents Business Processes

*Key contact:* Steve Walsh

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### *Education & Qualifications:*

- GCCM Corporate Management – Deakin University
  - Certified Practitioner Herrmann Brain Dominance Instrument
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### *Programs & Services:*

#### Workshops (All one day):

- Customer Service
- Negotiation Skills
- Time Management
- Merchandise Skills
- Supplier Interaction

#### Member specific options:

- All workshops can be tailored to any member (subject to minimum numbers)
- Coaching and mentoring available for project groups
- Strategic business planning options for key workshops on supplier relations
  - o Supplier Interaction
  - o Negotiation Skills

#### Organisation Programs & Services:

- Herrmann Brain Dominance Instrument
    - o Individual Profiles
    - o Pair Profiles
    - o Team Profiles
  - Thinkabout Workshops
    - o Team Building
    - o Team Problem Solving
    - o Team Communication
    - o Team Decision Making
    - o Client focus
    - o Thinking Agility
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*Introduction & Biography:*

Steve has extensive experience with all elements of individual and team development in relation to personal & business productivity and relationship building.

Based on a long career in management and consulting to small family businesses through to the largest corporates, Steve has developed a suite of training workshops that assist individuals to work more productively and collaboratively with customers, suppliers, management and peers.

The recent addition of the Herrmann Brain Dominance Instrument certification has added significant opportunity for individual and team development in both the work and personal environments.

Steve is very committed to helping individuals and teams to get the most they can from their potential by helping to access an increased self-awareness and of those around them whether in the same team, or as customers, suppliers or even competitors.

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