

bfa SPECIALIST SEMINAR

Breaking The Glass Ceiling: How to achieve seemingly impossible performance

14th July 2022 - £75+VAT

Virtual: 9am – 4.30pm

250 QFP points

In Partnership With:



This is a one-day programme delivered virtually in 4 x 90-minute sessions designed to help delegates transform their own performance, as well as the performance of their organisation.

The programme will also be delivered in a way that will allow delegates to work on specific issues and challenges that relate to them and their organisation, so that the outcomes can be implemented in a way that will add value straight away.

The programme will focus on four main areas:

- Start with 'Why'
- Identifying Self-limiting Beliefs
- Enabling a Growth Mindset
- Goal Setting and Accountability

Aims and Objectives

The aim of this programme is to ensure that delegates are equipped with tools and strategies to accelerate personal and businesses growth. This includes delivering this training session in a way that allows delegates to choose individual real-life scenarios, so that the learning is applied to challenges or scenarios that are specific to each delegate who participates.

Start with 'Why'

In this session participants will understand how finding and articulating their personal and organisational "WHY" can be transformational in their personal and business life.

This includes understanding how finding your 'WHY' will help you to:

- Improve Franchisor / Franchisee relationships and performance.
- Become a magnet when it comes to attracting and retaining people who believe what you believe.

- Transform how you approach and convert sales opportunities by understanding how people ACTUALLY make buying decisions.
- Begin the journey of finding and being able to articulate your WHY statement, in a way that is inspirational and effective.

Outcome: Delegates will be able to explain their purpose to their team, as well as their customers, for a much deeper connection at every level.

Identifying Self-limiting Beliefs

In this session participants will identify the factors that lead to self-limiting beliefs and how they can use strategies to overcome them.

This includes understanding how self-limiting beliefs can derail projects and opportunities for growth, so you can:

- Understand what self-limiting beliefs are, and how they manifest in our day to day activities at work, and in our personal life.
- Identify self-limiting beliefs in yourself and others, so you can implement strategies to overcome them
- Recognise the power of self-fulfilling prophecies and why this is important when it comes to delivering seemingly impossible performance.

Outcome: Delegates will be able to identify the triggers and language that underpin limiting beliefs, so that these beliefs can be challenged, and reframed to create opportunities for growth.

Enabling a Growth Mindset

In this session participants will learn how to enable a growth mindset at will, whilst simultaneously learning how to develop grit and resilience for themselves and their teams.

This includes understanding how to recognise the behaviours that underpin Fixed and Growth mindsets so you can:

- Challenge fixed mindset thinking in yourself, and within your team.
- Learn how to enable a Growth Mindset at will, so that people are inspired to move from “I can’t” to “How can I?”
- Unlock the power of Growth Mindset thinking when it comes to Strategic Planning and Operational Performance.

Outcome: Delegates will be able to identify the difference between a Growth and a Fixed Mindset and create a strategy to overcome the challenges that enable growth to become a habit that becomes a positive self-fulfilling prophecy.

Goal Setting and Accountability

In this session participants will learn how to implement effective goal setting strategies and set an accountability plan. This will be applied to the scenarios that each delegate will have worked on during the training, so that you are empowered to apply the insights and knowledge within your own business straight away.

This includes understanding:

- The difference between outcome, process, and performance goals.
- How to set goals that excite and inspire, so that you and your team set goals with a growth mindset enabled.
- The importance of creating an accountability strategy, including how introducing a 'buddy accountability partner' system can help to create a high performance team.

Outcome: Delegates will be able to set goals in their personal life, as well as within a business setting, that will deliver the results that are important to them. This includes creating an accountability plan, so delegates can create their desired future, whatever that means to them.

Timing

9am	Welcome and introductions
9.15am	Start with 'Why'
10.45am	Break
11am	Identifying Self-limiting Beliefs
12.30pm	Lunch
1pm	Enabling a Growth Mindset
2.30pm	Break
2.45pm	Goal Setting and Accountability
4.15pm	Final questions
4.30pm	Finish