

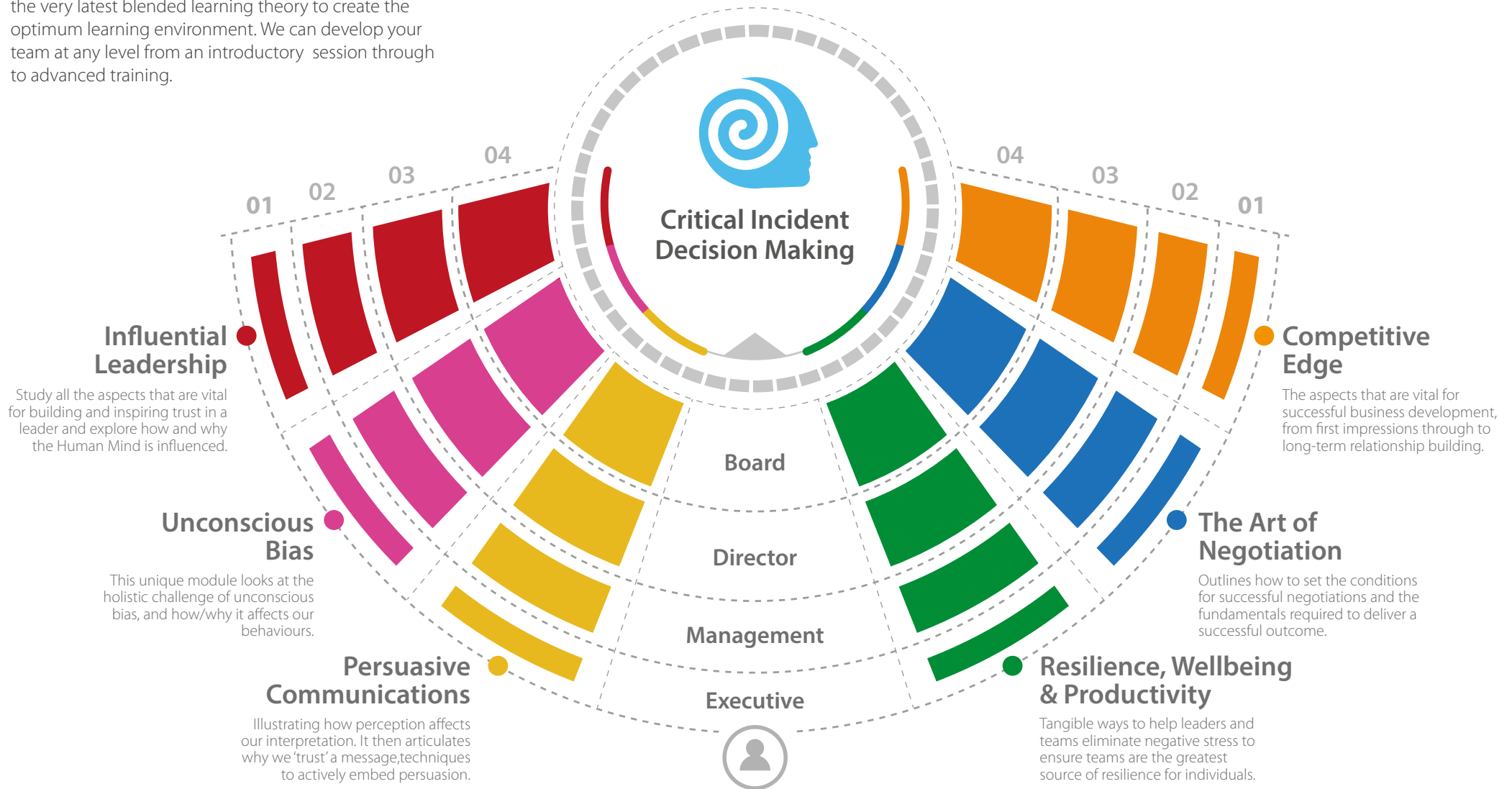
WHO ARE BOUNDARIES EDGE?

We began as a small group of former intelligence and specialist military officers who grew increasingly frustrated at the standard of selection and development organisations that were 'supporting' our new civilian employers. We knew from our backgrounds, where selecting and developing our teams was literally a matter of life and death, that so much more value could be achieved; both for our companies and for the individuals therein.



WHAT DO WE DO?

We use accelerated learning and development concepts from the most elite and secretive organisations in the world. They are combined with the very latest blended learning theory to create the optimum learning environment. We can develop your team at any level from an introductory session through to advanced training.



WHY WE ARE DIFFERENT

You and your business are special. Our business is simply to understand what makes the best individuals and organisations in the world really special. We bring skills and techniques honed in extreme pressure situations and adapt them to suit your high paced world of business. These are delivered using a variety of interactive experiences to create a positive behavioural change which survives the return to the 'day job'.

We listen to your specific requirements and always tailor our programme to you. Programmes can range from a half day through to several weeks, being run either at your office or offsite - depending on your preference.

Critical Incident : Decision Making

2-6 hours module

Our greatest asset is our mind; yet we often know little about it. It can also be our greatest enemy, if we can't fully master it. We often talk about achieving our full potential and getting the best out of others – yet we often lack the tools, and knowledge of the Human Mind, to truly deliver excellence.

This core module looks at Critical Decision-Making, focussing on how and why we make decisions. It considers the Human Mind, the types of decisions we make and factors that influence our decision-making process. Through interactive examples it shows how Emotional, Intuitive and Logical decision-making are all interwoven, and ways/techniques to understand when/why this happens.

We explore the 6 Rules of Perception, how/why we form a perception, and how our clients and team members form a perception of us. The topic of inspiring behavioural change is then explored using case studies and examples from some of the best teams in the world.

The module is based on Critical Incident Decision-Making training for Gold Commanders and adapted to suit the fast paced corporate world.

Competitive Edge

3-9 hours module

In a competitive market, particularly where it is difficult for prospective clients to differentiate between services offered by various legal firms, being successful is about building powerful relationships.

Competitive Edge looks at all the aspects that are vital for ensuring successful business development, from first impressions through to long-term relationship building. It is an interactive learning and development event that combines case studies and practical learning.

It draws on the latest psychological and neurological learnings in order to provide practical techniques to ensure 'liking' within a relationship or brand. Thereafter it explores the topic of trust and ways to build (rather than just earn) trust within client relationships, before outlining the 5 rules of persuasion. As the module will outline, the ability to gain, retain and persuade secret agents across the world is fundamentally the same as operating within the corporate world.

Negotiations

1.5 - 4.5 hours module

In the world of diplomacy and strategic intelligence, the art and science of negotiations is at the very heart of a running a successful organisation. This short module is designed to provide practical guidance prior to, during and post negotiations.

The session outlines how to set the conditions for successful negotiations, how to understand the biases that affect the negotiating process and finally the fundamentals required to deliver a successful outcome. It looks in detail at personality style and provides practical tips when negotiating anything from large contracts to enduring relations.

Unconscious Bias

2-6 hours module

Why do we discriminate – and where does bias come from?

This unique module looks at the holistic challenge of unconscious bias, and how/why it affects our behaviours. In the world of secret intelligence, spies

exploit any bias in order to infiltrate organisations – whilst at the same time making sure their own teams are impenetrable by eliminating this weakness. It begins by describing how biases form from the minute we develop consciousness – and the dangers and benefits that they bring. It looks at internal and external impacts and where others may try to exploit our unconscious bias to their own advantage, influencing anything from selecting a law firm to the purchases we make in our daily lives.

It then considers practical ways to overcome bias to ensure fairness and diversity in the workplace. It's a highly interactive module that brings together quizzes, case studies from major political events, hands on training and practical group activities. It showcases where even the highest performance teams still make biased planning and strategy decisions.

Influential Leadership

3-9 hours module

In a competitive environment, particularly where trust is at an all-time low across society, being successful as a leader can be about building powerful relationships.

But why do we trust and like some leaders above others? What makes us follow certain leaders yet not others? The bottom line is one of the most successful traits of a leader is the ability to be trusted. This module studies all the aspects that are vital for building and inspiring trust in a leader.

Thereafter the topic of persuasion and influence is addressed, exploring how and why the Human Mind is influenced. It is an interactive learning and development module that combines case studies, practical learning and hands-on training.

Persuasive Communications

2.5-7.5 hours module

In a digitally connected world, particularly where authenticity in communications is vital, being successful is often about influencing transformational behavioural change. In the music industry artists know what makes a good song 'good' and why they stimulate particular emotions – and the same principles apply within industry.

This module begins by detailing why we 'like' and 'trust' a message. It outlines reasons and criteria for 'liking' before illustrating how perception affects our interpretation. It then articulates why we 'trust' a message, before looking at techniques to actively embed persuasion therein.

It finishes by providing practical ways to inspire a positive, likeable and authentic perception in a target audience.

Resilience, Wellbeing and Productivity

2-6 hours module

In a world full of stimuli, it's no surprise that Resilience is one of the key attributes of a successful leader and team.

This module looks at tangible ways to help leaders and teams eliminate cortisol (negative stress) from the working environment. It demonstrates how the neurological is linked to the both the psychological and physiological – and provides practical guidance to ensure teams are the greatest source of resilience for individuals.

It concludes by examining practical well-being in the workplace, leading to ways to improve productivity within a competitive, demanding and supportive environment.



Boundaries Edge

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