

## Eastcoast Sailing – Advanced Management Programme

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### The Brief

- To combine a fun competitive sail on Sydney Harbour with a professional people development workshop – giving both body *and* mind a workout.
  - To directly impact the way your team relate to each other, to clients and to other stakeholders, leading to improved business performance.
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### Day One

The programme begins on land with an interactive workshop to gain a better understanding on how individuals and relationships work. This takes most of the day, after which we take to the water for a leisurely sunset champagne sail on Sydney Harbour that sets us down at a harbour side restaurant for dinner.

- Module: Emotional Intelligence - self-awareness and self-management.
  - Module: Relationship Dynamics - effectively influencing others.
  - Meet and greet the Competitive Sailors.
  - Sunset Sail on Sydney Harbour followed by dinner.
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### Day Two

The morning of day two is spent racing on Sydney Harbour on a choice of racing yachts in teams of six to ten people. Each team is supported by an Eastcoast Sailing professional skipper and a **Keystone** facilitator. The purpose of the racing is to work together under pressure, similar to work situations. The interactions, reactions and experiences on the boat are then taken back to shore to debrief. In this session, we use the theory from day one to understand the experiences of competitive sailing on day two and then translate this to more effective interactions and work practices back in the office. The day ends with celebratory drink back on shore

- Competitive Sailing
  - Debriefing Session
  - Drinks & Departure
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### Follow-up Session

A few weeks later, with the whole team back at your office, we will have a two hour follow-up session. We review the training to maximise the integration of the learning to the workplace. We will work through real life challenges and situations that have taken place in the weeks since the training and relate them back to the learning.

- Review & Integration with ongoing work practices.
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