

# WORKSHOP PORTFOLIO

**Workshops** delivered to **inspire your teams** – perfect as part of your away-day, team building or conference.

**TIMOTHYBRADSHAW.NET**

Intelligence not Information



In association with



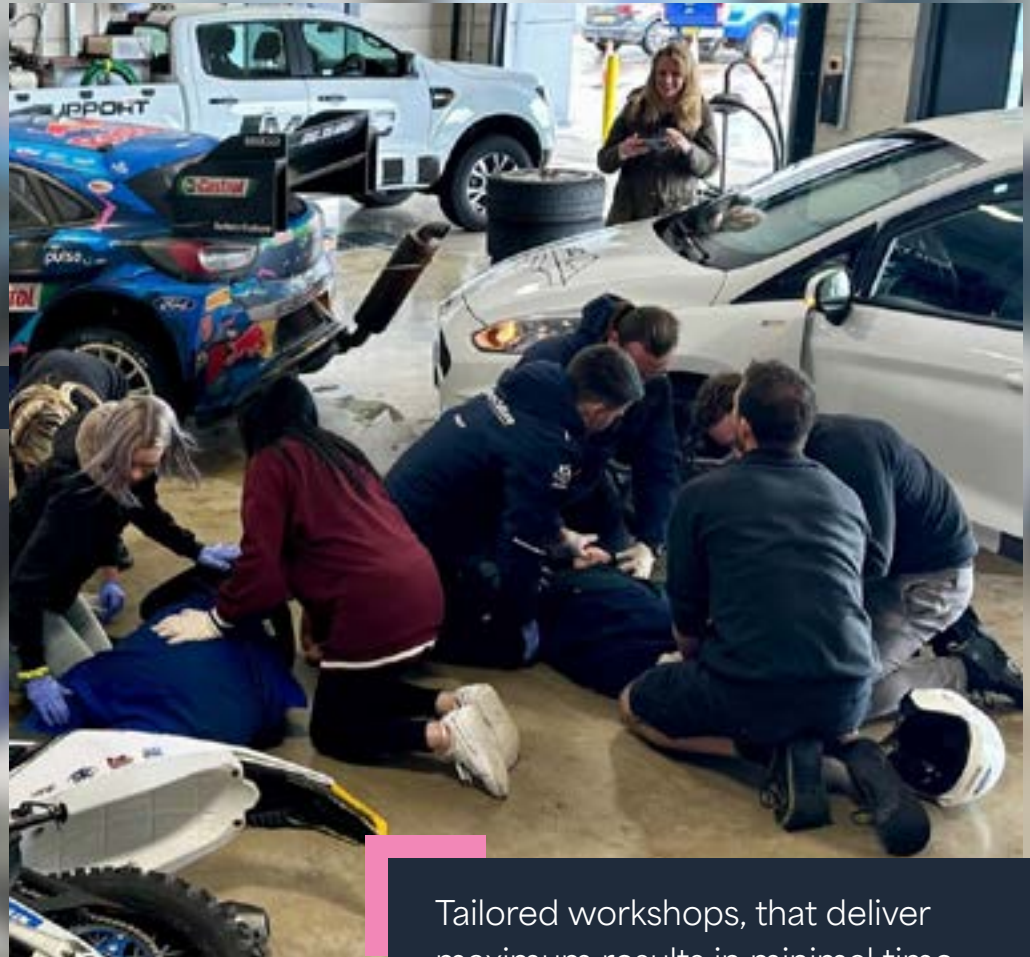
Regardless of the specific business sector you operate in, your staff need to **build skills in 4 core areas**

Collaboration - Influence - Confrontation - Presentation

The focus on 'intelligence not information' is key to enabling co-workers to ignore irrelevant information and get the job done.

These workshops are built from our team's hard-earned personal experiences. We have extracted key lessons and skills that can be applied in both a professional and personal capacity and built workshops around them.

Participants will leave each workshop engaged, energised and having learned useful skills to use immediately in their jobs.



Tailored workshops, that deliver maximum results in minimal time...

## Intelligence not information: the key to effective planning

During this session your participants will take part in a planning exercise to deliver vital medical supplies to a remote village. They will learn the critical skills of filtering out background information 'noise', concentrating on facts not perceptions and acting on the intelligence they have identified.



Workshop 1.

## The Client Intelligence Picture: using a network diagram to develop business

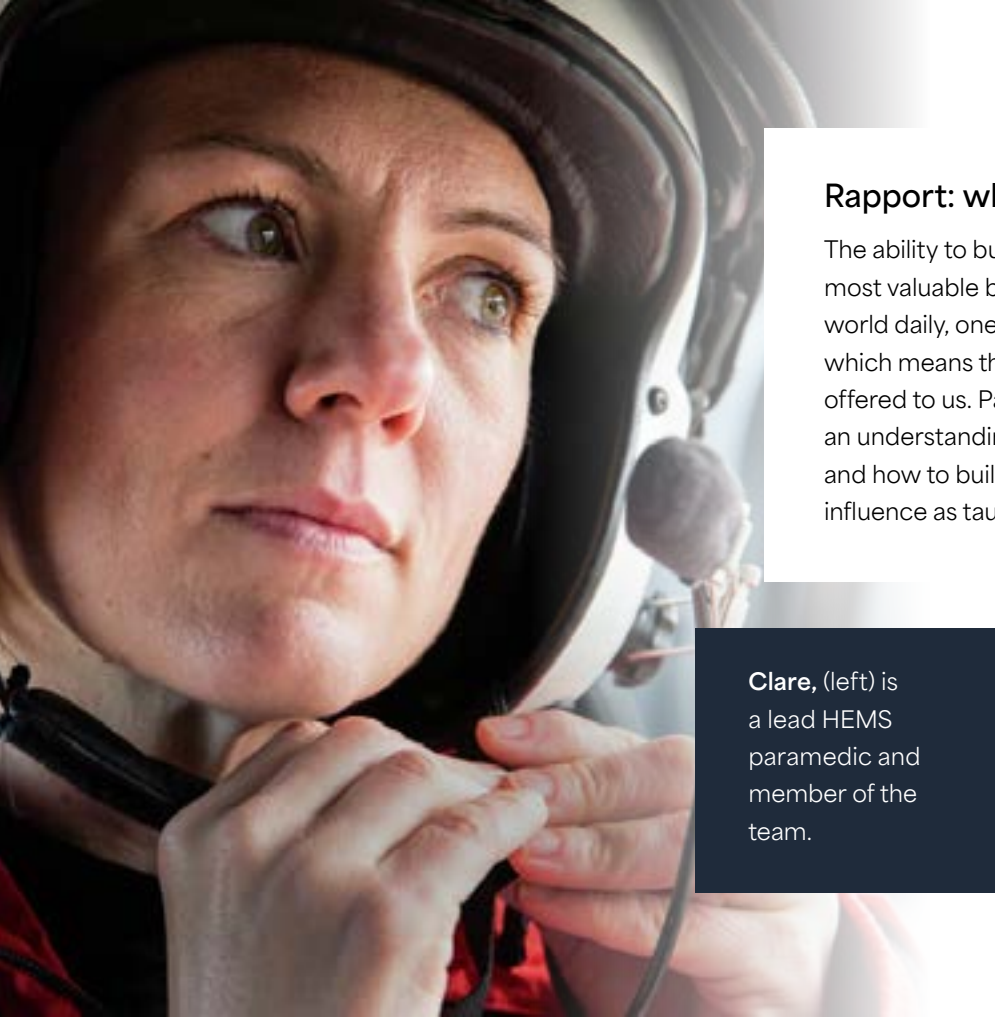
Participants will learn to construct a network diagram to identify where the best business development prospects lie, giving them the ability to approach business development in a more focussed and structured way.

### Workshop 2.

We offer **9 workshop subjects**, designed to engage and teach new practical skills using **hard-hitting** and dynamic sessions that can tailored into away days or combined to suit your team.



For more information or to book call 078 40 481 577 or visit [www.timothybradshaw.net](http://www.timothybradshaw.net)



### **Rapport: why and how to build rapport**

The ability to build rapport with anyone is one of the most valuable business (and life) skills. In our modern world daily, one-to-one contact is much reduced, which means that we must maximise the opportunities offered to us. Participants in this workshop will develop an understanding of the importance of rapport and how to build it. Participants will learn the art of influence as taught to covert agent handlers.

**Clare**, (left) is a lead HEMS paramedic and member of the team.



**Workshop 3.**

### **How to negotiate successfully in any situation**

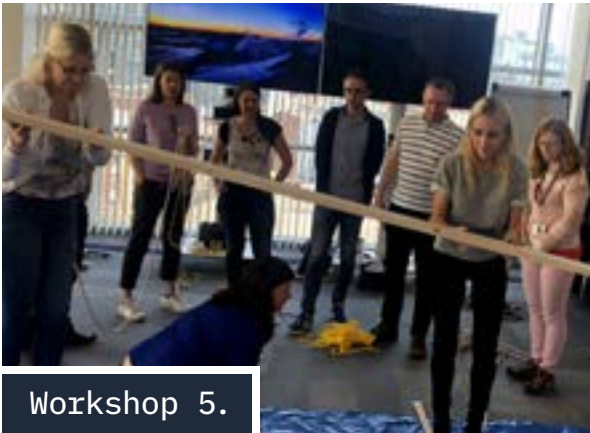
During this session participants will learn how to negotiate successfully in any situation. The skills used by intelligence officers and hostage negotiators are also useful in business! A number of communications myths will be dispelled, and participants will develop a toolkit of skills that can be applied to any situation.

**Workshop 4.**

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## No Change / No Opportunity: leading and reacting to change

In order to succeed in a VUCA (Volatile, Uncertain, Changing, Ambiguous) environment, leaders and team members need to become comfortable with change. However, most human beings don't like change! During this session participants will learn how to lead and how to react as a team member in a changing environment.



Workshop 5.



## Workshop 6.

### Enabling Resilience: performing well in high pressure environments

Resilience is the capacity to withstand or to recover quickly from difficulties. During this session participants will learn how adventurers, and elite sport and military teams, generate resilience in their teams. Participants will learn how to create resilience not only in themselves but also in colleagues and others.

**Rab**, is a member of the team preparing to climb Mount Everest.

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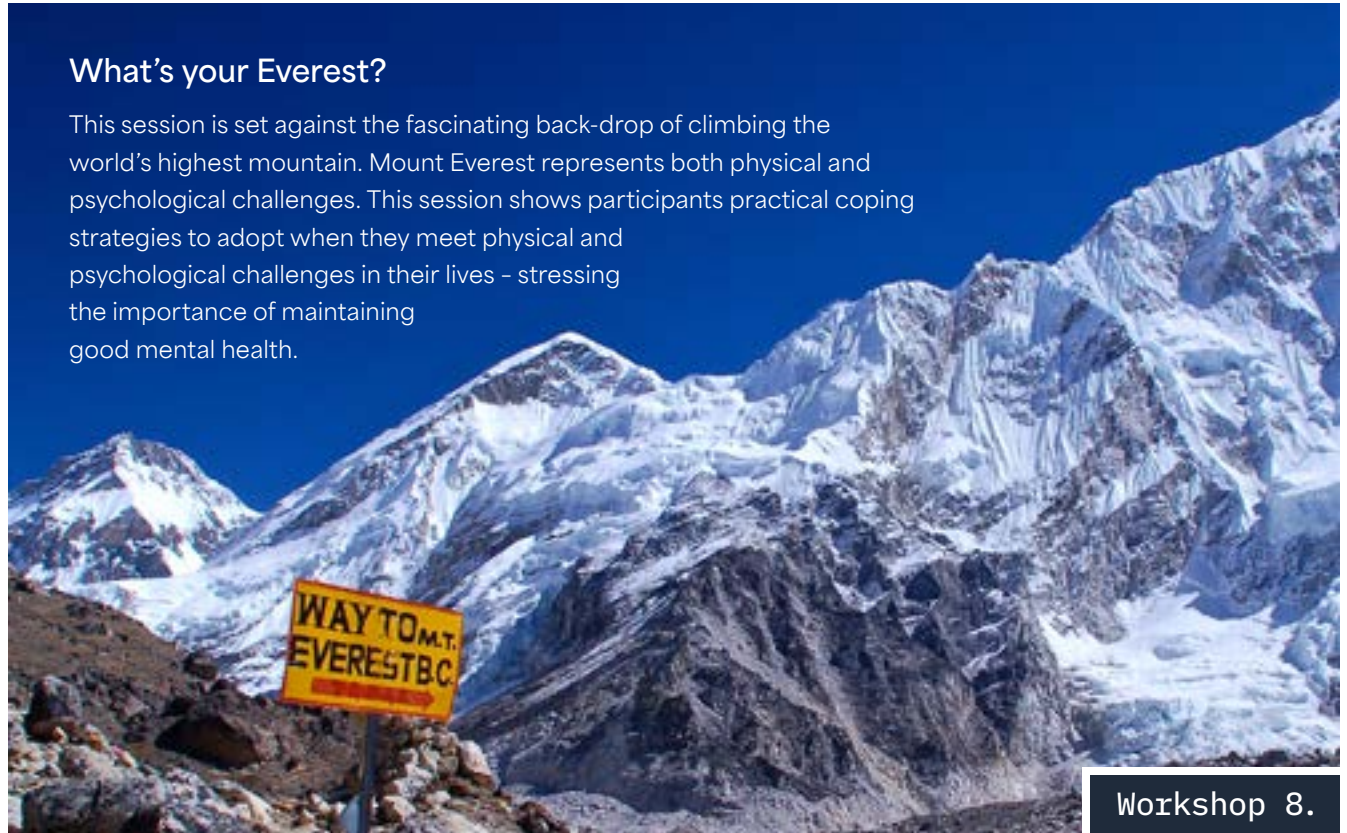
## Why should I follow you? Leadership styles and communication

In order to be an effective leader, understanding how and why your team would choose to follow you is crucial to success. This workshop looks at a series of leadership styles and defines the difference between leadership and management. Delegates will leave this session with a greater understanding of leadership styles and how to use them in order to best lead a team.

Workshop 7.

## What's your Everest?

This session is set against the fascinating back-drop of climbing the world's highest mountain. Mount Everest represents both physical and psychological challenges. This session shows participants practical coping strategies to adopt when they meet physical and psychological challenges in their lives - stressing the importance of maintaining good mental health.



Workshop 8.

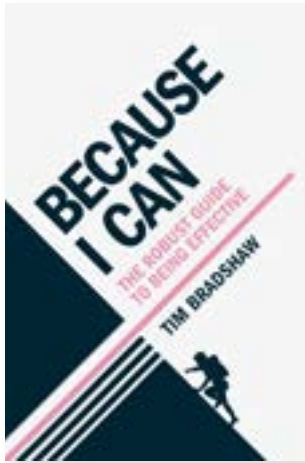
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## Because I Can

### The robust guide to being effective.

From special duties selection to an earthquake on the side of Mount Everest, from a gunfight in Afghanistan to a year of endurance challenges, Tim Bradshaw has had to develop a tool kit of tips and skills to help him learn new skills fast, Recruit specialist teams and raise finances.

[Now available to order direct from order direct from the publisher here >>>](#)



### Can you save the world?

This is a team-building exercise for smaller groups and teams that need to communicate more effectively and better understand how to work together. Participants will be set a seemingly impossible task and put under time pressure to complete it. Although hands-on, the session does not require participants to be especially physically fit.



Workshop 9.

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### Our team members have variously:

Been educated at Oxford, Cambridge and The Royal Military Academy Sandhurst - **Built, bought and sold over 20 businesses** - Acted as CFO for international businesses - **Taught sales and communications in over 11 countries** - Delivered aid and first aid training into Ukraine - **Competed at 3 Olympic games** - Climbed Everest and the Matterhorn - Represented their country in rugby, rowing and skiing - Been to war 7 times - **Worked as undercover intelligence officers**

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