

## 'Power of YOU' workshop



*Become an authentic leader & engage more people*

**Trainer:** Karin van Zuilen, Senz founder

**Program Duration:** 2 days, with 2 months online implementation

### For whom

This workshop is meant for ambitious functional teams, leadership teams, promising employees, who want to excel in work and:

- want to be able to deal better with difficult people & situations
- want to know and use their strengths and added value optimally
- are eager to further strengthen their teamwork
- are striving to be more successful and effective as a leader and engage more people
- believe in continuous personal & leadership growth

### Benefits

In this workshop you will recognize the core strengths of yourself and your team members.



**Here you will get the Power and Tools to:**

- Learn where you make the difference and add value to the team
- Recognize how you can be an effective leader with your personality
- Make sure that each of you fulfill the role you are good at
- Stimulate a successful interaction between all team members
- Approach people and situations more effectively
- Make better decisions

**This will make your team more powerful, productive and successful.**

### Overview:

Day 1: Discover your core strengths.

Day 2 (0.5 day): Create an action plan to reach your goal(s) by using your strengths.

Implementation program: Support to use your strengths in practice



## Outline

Day 1	
<p><b>1: Without objectives NO result</b></p> <ul style="list-style-type: none"><li>• Learn the incredible value of making your core quadrant</li><li>• Intensive session to determine your personal objectives</li><li>• How to break with patterns, that keep you away from your goals</li></ul> <p><b>2: Discover your unique qualities</b></p> <ul style="list-style-type: none"><li>• What makes you a unique personality</li><li>• Unique exercises to easily recognize your strengths</li><li>• How others see you; an eye-opener</li></ul>	<p><b>3: Experience your pitfalls</b></p> <ul style="list-style-type: none"><li>• Realize your behavior in stress situations</li><li>• Find out how this behavior influences your efficacy</li><li>• Learn how to deal with your pitfalls to become more effective</li></ul> <p><b>4: Your Interaction with others</b></p> <ul style="list-style-type: none"><li>• Discover how you react to other people</li><li>• Gain insight in the reaction of others to your behavior</li><li>• How to become the leader of your life</li></ul>
Day 2	
<p><b>5: Experience your added value</b></p> <ul style="list-style-type: none"><li>• Use your strengths in a real life case</li><li>• Get feedback from your colleagues</li></ul> <p><b>6: Recognize your added value</b></p> <ul style="list-style-type: none"><li>• Finalize your core quadrant©. Here, all the pieces of the puzzle will come together.</li><li>• Share and optimize your core quadrant</li></ul>	<p><b>7: From knowing to doing</b></p> <ul style="list-style-type: none"><li>• How to implement your added value in your role and meet your objectives. Create an action plan.</li><li>• How you make these steps happen (and make it a routine)</li></ul> <p><b>8: Sharing</b></p> <ul style="list-style-type: none"><li>• Share your action plan</li><li>• Grand finale</li></ul>

## Methodology

This workshop is based on the European Core Quadrant method ©: the most effective method for personal and leadership growth. It will help you discover your (and your colleagues') added value and role in your team.

## About us

**Senz is a change-management agency, helping you through periods of change & growth**

**Karin van Zuilen, the founder of Senz, is change management consultant & leadership trainer** since 7 years. Karin has over 20 years of executive leadership experience in the global life science industry. She has the unique ability to inspire people, get the drive back in teams, and place organizations at a competitive edge in the market.

**Interest in people, drive, entrepreneurship and innovation are typical for her.** The combination of industry experience and deep knowledge of leadership, innovation,



psychology and strategy have a high added value for her clients. Karin is Dutch and lives and works in Malaysia since 4 years.

**Qualifications:** Master degree in marketing, pharmacy, business economics, certified holistic psychologist, certified systemic coach and certified core quadrants trainer.

She published articles on Management Site and writes articles for 'Senz performance tips'.

## Testimonials

<p><b>Monica de Vente</b>  <i>Manager CIZ Academy          Amsterdam, The Netherlands</i></p>  <p><b>Each of our team members got great insights in our core qualities and personal style.</b> Karin gave us attention at the right moment, with great compassion. With unique approaches she helped us break with disturbing thinking patterns. The result was that, within a year, most of us took a next step in our career.</p>	<p><b>Veronica Denti</b>  <i>Global Brand Director          Novartis Pharma AG          Switzerland</i></p>  <p><b>Karin catalysed a new development process in me.</b> Pragmatic, empowering, guiding, very professional! Most tangible workshop I have been exposed to so far. Within a year, I was promoted.</p>
<p><i>John Geurts          Head Platform Services          Ivent, Information Technology          Utrecht          The Netherlands</i></p>  <p><b>I discovered what really inspires and drives me.</b> A great experience that has brought me a lot of energy. This has stimulated me enormously to take the steps which I really want.</p>	<p><i>Jan van den Tooren,          General Manager          Hamelink &amp; van den Tooren          Leading law firm          The Netherlands</i></p>  <p><b>Senz gave us a boost to do what we are good at.</b> With Senz, we made clear what differentiates our company from others and what we stand for. It was impressive how fast our team members realized what they personally can contribute in order to become a unique player.</p>

## Terms & Conditions



### Date

To be agreed  
 2 days



### Where

Your choice  
 Would be good to choose a relaxing place without regular work distraction



### Investment

**19.997,- RM (ex GST)**  
**This includes:**  
 2 days program  
 ALL BONUSSES (value 21.250,- RM)  
 Materials

## Bonuses



### **BONUS 1: 2 months Online Coaching (value 14.750 RM)**

You will be coached for a full period of 2 months. During this period, you will have the opportunity to ask your questions by mail.

**Result:** The learning will be put into practice. Hurdles to implement the learning will be taken away.

### **BONUS 2: 2 months Core Qualities Strengthening (value 4.500 RM)**

Patterns are not easy to break with. To bring the learning into practice, we will trigger participants to

- interact effectively with clients and team members
- use their qualities in approaching customers and other stakeholders
- positively deal with own pitfalls

You will receive follow-up assignments and inspiration in your inbox. You will also get the 'Implementation workbook to install new patterns'.

**Result:** The learning will be put into practice. Introspection, understanding, teamwork and customer orientation get a lasting place in your team.

### **BONUS 3: Intake (value 2.000 RM)**

As a team leader you will be given the opportunity to share your wishes and objectives prior to the workshop. These will be taken into account during the program.

**Result:** Make sure that all objectives will be met.

## **Total BONUS value: 21.250 RM**

*We are looking forward to working with you!*

Kind regards,

Karin van Zuilen

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