



SOUTHERN CROSS  
COACHING &  
DEVELOPMENT

WWW.SOUTHERNCROSSCOACHING.COM.AU



14<sup>th</sup> February 2017

8.45 -10.45am

Sui Room

Christie Offices

3 Spring Street

Sydney CBD

Hosted by:

Simon Smith:

CEO, Southern

Cross Coaching

& Development

Please register

your interest

soon. To keep

it interactive,

places are

limited!

*Hear from  
the experts  
and your  
peers!*

## Round Table Discussion Series 2017: MANAGING UP

Our popular Round Table Discussion series continues into 2017! In the first Discussion of this year, we'll explore thinking and ideas around **Managing Up**, i.e. how to manage up to your boss, senior key stakeholders, Deputy Secretaries/Secretaries, Ministers, Boards, etc., as well as managing across to peers.

**Managing Up is a crucial skill but one of the hardest things to do.** It becomes more important as you move higher up the management tree, and can undoubtedly make or break a career. We get asked to incorporate some form of Managing Up skill development in almost every Executive Coaching program we deliver.

In NSW Government, we see it starts to become a critical skill in a standard Band 1 role, and increases in significance from there. In Local Councils, it starts to seriously kick in around the Manager, and even Coordinator level, and exponentially increases in importance from there. The flatter the management structure, the more critical it is.

However, there is rarely any support or training given around Managing Up. Where does it even figure in the NSW Public Sector Capability Framework, for example? There's often lots of focus and training on leading and managing downwards, but little or none on managing upwards.

To explore this challenging topic we're bringing together a group of leaders, influencers and experts from the Public Sector

to hear directly your opinions and current challenges, brainstorm ideas, explore thinking, and share knowledge, expertise and successes.

We'll facilitate a structured discussion and capture the content to produce a useful summary afterwards. We'll also share some of our expertise and the intelligence and ideas that we've picked up from working widely across Public and Private Sector organisations.

We'll additionally share our expertise and some of the latest knowledge that **practical neuroscience** brings to the table on the subject of Managing Up: **particularly why Managing Up can be such a challenge, and some key practical strategies we've found that can make a huge difference.**

We've applied neuroscience in our training, coaching, and team programs for some time. Our specialized Neuroscience of Leadership programs are constantly increasing in demand. We've seen great results from applying Neuroscience to dramatically improve **leadership, managing, leading and resilience to Change**, as well as many other fields including:

- **Team Building**
- **Whole-brain coaching conversations**
- **Giving & Receiving Feedback, etc.**

We look forward to seeing you on the 14th February!

**The Team at Southern Cross Coaching & Development**

To register, email [getresults@southerncrosscoaching.com.au](mailto:getresults@southerncrosscoaching.com.au)  
or call 02 7901 5618

**About Southern Cross Coaching & Development:** Our vision is "making the world a better place through better leadership". With consistent integrity and ethics, we deliver practical, inspirational, neuroscience-based leadership, organisational development, change management and culture change training, executive coaching, teambuilding and strategic planning and facilitation services that translate into action and ongoing results in the workplace. Since 2006 we have designed and delivered a vast array of expert solutions ranging from a single training or coaching program to large, multi-site programs. SCC&D has been awarded Regional Finalists for Excellence in Business Ethics in 2016, 2015, 2014 & 2013 and our CEO, was awarded the International Coach Federation Australia Coach of the Year 2013, and State Finalist (NSW & ACT) for the Australian Institute of Management Owner/ Manager of the Year Award 2015 & 2014.

Southern Cross Coaching & Development has Full Qualification status (& EARL approval) under the NSW Government Prequalification Scheme: Performance & Management Services. We've also been appointed to the Local Government Amalgamation Supplier Panel.

EXECUTIVE COACHING | TRAINING | FACILITATION | TEAM BUILDING | PSYCHOMETRIC & 360° ASSESSMENTS  
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