

ADAPTABLE. FORESIGHTED. AGILE.

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# INNOVATE TO WIN

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**NEW** OPPORTUNITIES. **NEW** CHALLENGES. **NEW** SOLUTIONS.

**VIRTUAL & IN-PERSON SESSIONS THAT ENSURE YOU  
STAY AHEAD OF THE CURVE**

**A PROFITABILITY & PRODUCTIVITY ENHANCEMENT INITIATIVE**

by

**INFLUENCE SOLUTIONS**

YOUR **F.I.R.S.T.** LEARNING & DEVELOPMENT PARTNER

**\*Future-Ready \*Innovative \*Relevant \*Strategic \*Trusted**

*Holding you steady in a changing world*

## WHO WILL BENEFIT FROM THIS PROGRAMME

1. Leaders or teams facing crisis / disruption; required to respond with positivity & innovation
2. Leaders and teams seeking to develop and demonstrate innovation as a way of life
3. Leaders and HRBPs required to initiate, implement and nurture a culture of innovation
4. Teams eager to enhance profitability /productivity by harnessing the power of innovation
5. Professionals eager to enhance their ability to innovate

## 4 POWERFUL BENEFITS WITH MEASUREABLE BUSINESS VALUE

- Master a powerful & practical process to generate new ideas and evolve risk-tested plans to convert ideas to action plans
- Integrate best practices into functioning so that innovation becomes a way of life
- Create and nurture a growth-oriented and transparent culture that fosters innovation
- Evolve innovative, risk-tested plans to deal with existing challenges & opportunities

## WHAT PARTICIPANTS WILL LEARN

- Everyone is inherently innovative and it is easy to activate this resource
- Habits that can be a part of functioning to ensure team is automatically innovative
- Innovative best practices that help make innovation a part of team culture
- The fundamentals and application of Design Thinking
- A powerful process to identify areas for innovation and convert ideas into plans
- Using innovation to enhance productivity and profitability
- Apply the learnings on a LIVE business opportunity / challenge to generate a risk-tested and innovative solution

**ACHIEVE POWERFUL RESULTS BY RUNNING THIS PROGRAM IN CONJUNCTION WITH  
THE HIGH PERFORMING TEAM OR OPPORTUNITY OF CHANGE  
PROGRAMS, SINCE IT BUILDS UPON AND ENHANCES THE IMPACT OF BOTH.**

**“If the only tool you have is a hammer, you tend to see every problem as a nail”**

-Abraham Maslow

# AN ENGAGING & EMPOWERING AGENDA

To meet the evolving demands of the marketplace and flourish in every situation, individuals, teams and organisations need to ensure innovation is an integral part of their culture and daily functioning.

Innovation starts with how you think, not what you do. Hence you can achieve breakthrough results simply by viewing your business, customers and the competition through a different lens.

Filled with games, activities and competitions, this programme helps you develop an innovative mindset, which will enable you to increase team performance, achieve greater productivity and profitability.

## LAYING THE FOUNDATION

- Establish expectations and desired results
- Understanding the Value of Innovation
- Game - Awaken to Innovation

## INNOVATION, CREATIVITY & BREAKTHROUGH THINKING

- What is Innovation? How does it compare to creativity and breakthrough thinking?
- Why Innovation Fails
- Understand how to harness creative thinking

## IDENTIFYING AREAS FOR INNOVATION

- Learn to harness hidden creative strengths
- The fundamentals of Design Thinking

## THE PILLARS OF INNOVATION

- The steps to successful innovation
- Build upon the building blocks of innovation
- Team Competition – innovation project

## THE APPLICATION OF DESIGN THINKING

- Creating breakthrough value propositions
- Pitching an Innovative Idea
- Final Integration Game - Nurturing an innovative culture

## MAKING IT REAL – A LIVE PROJECT

- Find solutions to your live challenges
- Increase your ROI – Return on Ideas

## REVIEW AND REFLECTION

- Gain clarity and a wider perspective
- Set a new direction - walk out with a simple action plan that resonates with you

# INNOVATIVE SOLUTIONS FOR CHALLENGING TIMES

**"Very well balanced program. Will not only action it across the organization, but influence and propagate it as well"**

- Eythan Lim, CEO

Datwyler (Thelma) Cables & Systems

# FLEXIBLE DELIVERY FORMATS TO MEET YOUR NEEDS



## FACE-TO-FACE SESSIONS

- **1-2 DAY PROGRAMS** that enable teams to adopt innovation as a part of daily functioning.
- **HALF-DAY WORKSHOP** ideal when time is at a premium.
- **EXPERIENTIAL KEYNOTE** inspiring teams about the value of innovation and ease with which it can be adopted.



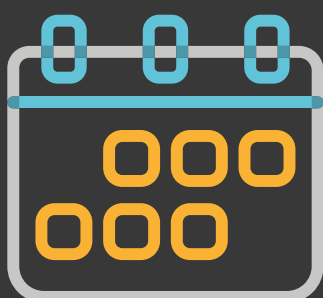
## "LIVE" VIRTUAL WORKSHOPS

- **LONGER IMPACT SERIES** comprising 60-180-min segments held on consecutive days, weekly or monthly. This extends the impact of the program, inspiring participants to act, creating a community spirit where challenges are supported and success is celebrated.
- **HALF-DAY VIRTUAL WORKSHOP** comprising three 60-min segments with a 10-min break between each segment

## WHY THE EXPERIENCE IS IMPACTFUL & ENGAGING

- **INTERACTIVE** SESSIONS LED BY A MASTER FACILITATOR.
- **VIRTUAL MODERATOR** ENSURES A SMOOTH, USER-FRIENDLY & LIFE-LIKE EXPERIENCE BY TAKING CARE OF SET-UP, TECHNICAL MATTERS & QUESTIONS ETC.
- **A PERSONALISED EXPERIENCE** (LIKE THAT OF IN-PERSON SESSIONS) WITH GAMES, ACTIVITIES SMALL GROUP DISCUSSIONS & PEER SHARING IN VIRTUAL BREAK-OUT ROOMS.
- **A SUPPORTIVE MASTERMIND GROUP IS NURTURED**, AS PARTICIPANTS FORGE BONDS THAT INSPIRE THEM TO COACH AND SUPPORT EACH OTHER THROUGHOUT THE LEARNING JOURNEY.

## HYBRID FORMATS TO CATER FOR SPLIT TEAMS



- **THIS COMBINATION (OF FACE-TO-FACE AND "LIVE" VIRTUAL WORKSHOPS)** is great for split or international teams, where some participants are physically present and some call in remotely.
- All participants take part in games, quizzes, activities, small group discussions and peer sharing sessions.
- A two camera set-up and dedicated online facilitator create an immersive and engaging experience.

# OUR FRAMEWORK HELPS PEOPLE & ORGANISATIONS TO ACHIEVE VISIBLE RESULTS



**1. SUPPORT TO SUSTAIN THE DESIRED TRANSFORMATION.** The best of programmes often fail to achieve sustainable results since the push and pull of daily life overwhelms participants. We help to sustain the transformation by providing long-term, continual support and reinforcement through:

- a. Pre-work and reflection before the workshop that help people plan their learning.
- b. Reflection Reminders sent to every participant 4-6 weeks after the workshop.
- c. Learning Journey Buddy arrangements
- d. Letters to self
- e. Follow-up one-to-one coaching, if required.

These inspire people to stay focused on achieving personal and organisational goals.



**2. EMPOWER INDIVIDUALS TO EMBRACE LEARNING.** Our solutions are based on the belief that all human beings are born creative, intuitive and intelligent. We help people to realise that true mastery lies in exploring viewpoints beyond their own, and the continual application of learning.



**3. ALIGNMENT OF PERSONAL AND ORGANISATIONAL GOALS.** People become invested in the success of a program when they understand it is about their personal and professional success.



**4. SHOWCASING VALUE.** People take action only when they fully appreciate the value of doing so. Our programs highlight and demonstrate the practical benefits of the topic.



**5. THEORIES INTO ACTION.** Powerful theories are only valuable when people are able to convert them into simple, repetitive & visible actions that help them achieve desired results.



**6. HIGH APPLICATION TO THEORY RATIO.** Experiential programs with a 30-70 knowledge-application ratio and a blend of training and coaching ensures participants gain:

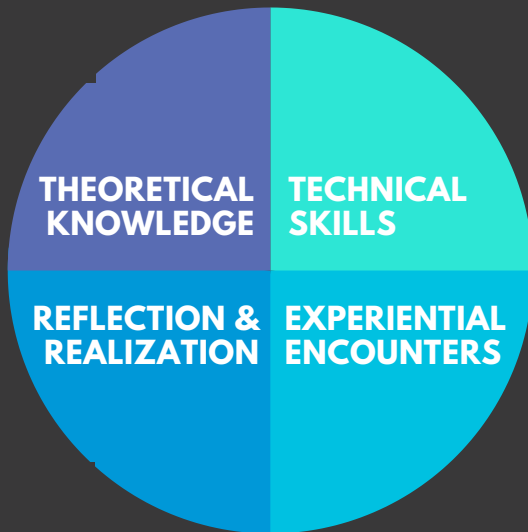
- a. **CLARITY** – In understanding and applying the key concepts
- b. **CONFIDENCE** – In implementing these concepts and ideas
- c. **COMMITMENT TO ACT** – Leaving with a clear, personally chosen action plan

This ensures participants leave every workshop with a simple and well-defined action plan, which they can use naturally and effortlessly.

## NEW OPPORTUNITIES. NEW CHALLENGES. NEW SOLUTIONS

## OUR ACTION-BASED LEARNING METHODOLOGY

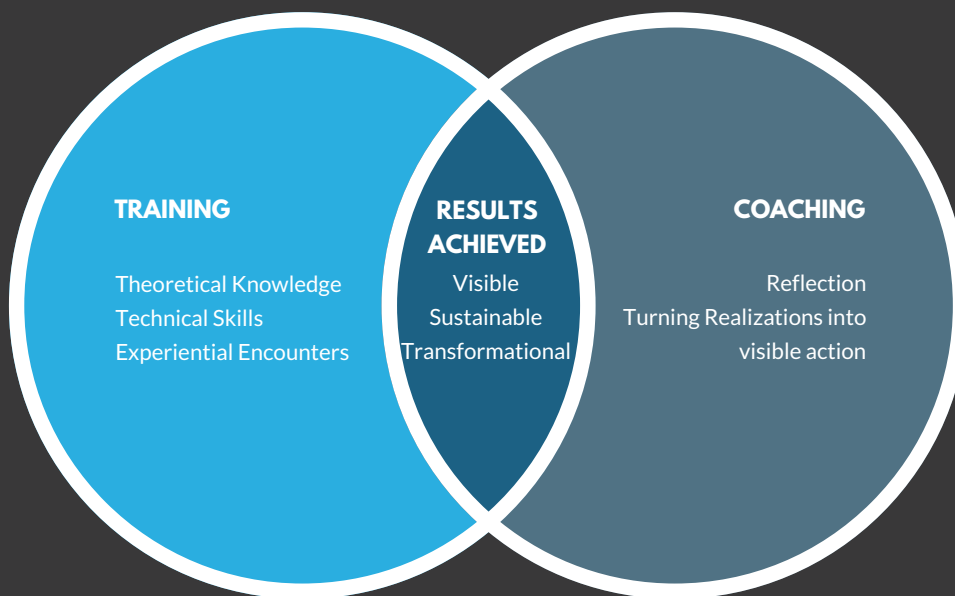
The foundation of all our programmes is a unique Action-based Learning Methodology designed to produce lasting, personal, relevant, and actionable realisations.



The Action-based Learning Methodology has four distinct modes of knowledge production: theoretical knowledge, technical skills, experiential encounters, and reflection and realisation.

The use of these multiple methods to engage and challenge participants generates the buy-in, commitment, and connection needed to ensure sustainable transformation, and thus, the increase in profitability and productivity.

## BLENDED APPROACH OF TRAINING & COACHING



Our unique action-based methodology enables participants, not just to expand their horizons by seeing other concepts, but also to identify Simple-Repetitive-Visible actions, which they can use to implement the concepts, at work and in their personal lives.

## TRANSFORMATION THAT IMPACTS ORGANIZATIONS



FOSTER BONDING. BUILD CAMARADERIE. ENHANCE TEAM PERFORMANCE.

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