

## **Philips Electronics UK Ltd**

For a number of years, I ran a series of Horses for Courses® Connected Leadership Programmes for Philips. We spent some considerable time identifying the learning outcomes for the managers and sales executives who were scheduled to attend the programme. They were looking for an experiential training intervention to engage the key members of the team in exploring their interpersonal communication and how they interact and perform as leaders in the business. They also want to provide a platform for personal development resulting in interpersonal excellence when developing, leading, inspiring and motivating team members.

Prior to attending the programme the attendees undertook a behavioural profiling tool (Insights) to raise their levels of awareness around their personal and leadership preferences. During the programme we used the Connected Leadership Model – how we connect to ourselves, to others, and to the environment as a foundation for the interactions with the horses.

The attendees had the opportunity to interact with the horses and to use those interactions as metaphors for other interactions they have back in the workplace. They also learnt how to horse whisper; i.e. talk in the horse's language and gained valuable feedback about the impact of their communication and how they could achieve even better results when they flexed their communication and leadership style to meet that of the person they were interacting with.

The feedback from the programmes was amazing and rich with personal insights and "light bulb moments" for the attendees, which they took back to the workplace and applied in their day to day interactions!

Check out our Video Testimonial at <http://youtu.be/VvhsCV3RO9E>.

Philips Electronics UK Ltd – HR Director UK, UIS, Nordic

*"Insightful, inspiring, rewarding..great links to real life leadership situations .. thank you for a wonderfully fun and powerful day"*