



“The Way Forward”

a teambuilding and planning meeting for the AXA commercial team

Pre-Course study: Experiential Profiling; the 7 Responsibilities of the Team Leader

Wednesday 1 February

- 9.30 Coffee on arrival
- 10.15 Welcome, introductions; objectives; agenda; protocols and administration
- 10.45 Key principles and practicalities of Teamworking in a commercial workplace; the 7 Responsibilities of the Team Leader
- 11.45 A Teambuilding task “The Moonlanding” with 3 changing teams of 2 and group work
- 12.45 LUNCH
- 1.45 A Teambuilding Task “The Minefield”; debrief with “Teamwork In Action” checklists
- 3.15 Tea and Coffee break
- 3.45 JANUS Creative Planning, Team Synergy, two Scenarios:
 - it is 12 months from now: what have we achieved and how are we viewed by the company
 - it is 3 years from now: describe the status of the Commercial Team
- 4.15 Agreement on our Shared Objectives
- 4.30 A Teambuilding Task “The Lego Tower”; debrief with “Teamwork In Action” checklists and Experiential Profiling reference cards
- 5.15 Using the 7 Responsibilities of the Team Leader reference card as “template” for developing teamwork within the Commercial Team to achieve the Shared Objectives
- 6.00 Experiential Profiling - self analysis and group therapy on Bright and Dark sides
- 6.30 Summary of day

Thursday 2 February

- 8.45 Review of day 1; refinement of the team’s goals and objectives
- 9.15 A Teamwork Task “What Do I Do?” - two teams of 2; discussions and agreements
- 10.15 Tea and Coffee break
- 10.30 A Teambuilding Task - “The Balloonpole” (outdoor) or “Wordpower” (indoor)
- 11.30 The principles of “Remote Teamworking”; applications and commitments
- 12.00 Final Experiential Profiling; Teamworking Action Plans; issue of reference books: “Experiential Teamworking Personality Profiling” and “Share Care Communicate!”
- 12.45 LUNCH - Course Evaluation
- 1.45 Commercial Team private planning meeting

share, care, communicate!

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