



the Million Pound Challenge

for the

MÖLNLYCKE
HEALTH CARE

ONE Sales and
Marketing TEAM

9th to 12th July, Great Tower, Windermere

Agenda

Monday 9th July

- 6.00 Welcome; introductions; objectives; agenda; protocols and housekeeping
- 6.30 Lateral and Creative Thinking - *how to throw away the box !*
- 7.00 Key principles of Teamworking and Team Leadership; issue of checklists: Leadership, Teamworking; Personality Types - self analysis
- 7.30 "The Meaning of Life?"; discussion on company objectives, priorities, strategies
evening - continued discussions and debate around the camp fire

Tuesday 10th July

- 8.30 Informal presentations of delegates' "Key Issues"; discussion and debate
- 10.00 A teamworking task: "Getting To Know You"; debrief of performance
- 1.00 LUNCH
- 1.45 A teamworking task: "The Balloonpole"; debrief of performance
- 3.30 Problem Solving and Decision Making - *how to mend the box !*
- 4.00 A teamworking task: "The Blackened Filament"; debrief of performance
- 5.30 A teamworking task: "Find, Cook, Eat!" with debrief *around the camp fire*

Wednesday 11th July

- 9.00 The key leadership skill of Motivation - key principles and techniques
- 9.30 Motivating the Mölnlycke sales force at this point in time - practicalities
- 10.00 A teamworking task: "The Minefield"; debrief of performance
- 12.00 LUNCH and brief for afternoon
- 12.30 Travel to *Lakes Leisure, Windermere*
- 1.00 Changing and safety training
- 1.30 A teamworking task: "The Great Escape"; debrief of performance
- 3.00 A teamworking task: "The Gantry"; debrief of performance
- 4.15 A teamworking task: "The Raft Race"; debrief of performance
- 6.00 Reflection time; "group therapy" and Key Issues discussions
evening - Bar B Q and further key issues / strategic discussions around the camp fire

Thursday 12th July

- 9.00 A teamworking task: "A Towering Puzzle"; debrief of performance
- 12.15 Round table review of teamworking performance and Types; *personal* action plans
- 1.00 LUNCH
- 1.30 Round table review of leadership performance; *personal* action plans
- 2.30 Discussions on Key Issues and Strategies; agreement on *business* action plans
- 4.00 Awards of Course Certificates and Million Pound notes; summary and depart

share, care, communicate!