

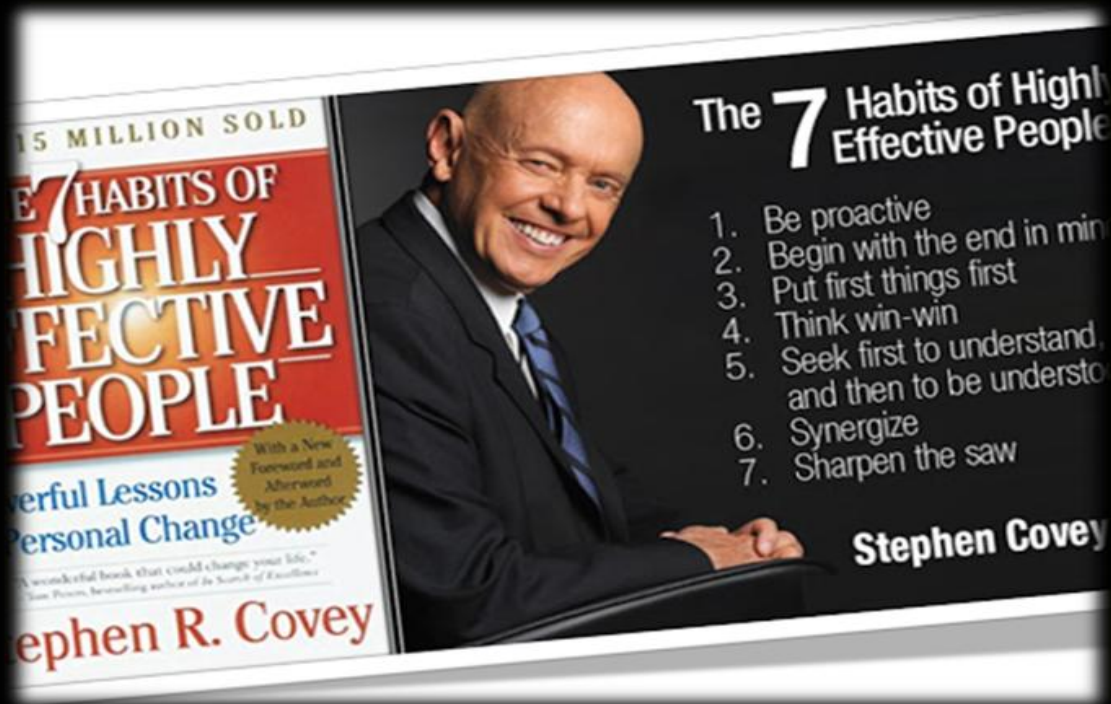


MTC Europe



Emotionally Intelligent Leadership

- including The 7 Habits of Highly Effective People, Teams and Leaders



We are honoured to announce that our

"The 7 Habits of Highly Effective People, Teams and Leaders"

Has made the European Top 10 Charts for CPD Accredited Workshops



Mobile Team Challenge Ltd

Unleash the Potential of Your People

www.mtceurope.co.uk



Mobile Team Challenge Ltd

**Unleash the potential
of your people**

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Mobile Team Challenge

Unleash the Potential of your People

Many thanks for your interest in our Award-Winning Workshop

Please find below the details of our **"The 7 Habits of Highly Effective People, Teams and Leaders - The Emotionally Intelligent Leader"**

Here is a short overview of the 7 habits:

- **Habits 1, 2, and 3** are focused on self-mastery and moving from dependence to independence.
- **Habits 4, 5, and 6** are focused on developing team, collaboration, communication skills, and moving from independence to interdependence
- **Habit 7** is focused on continuous growth and improvement, it embodies all the other habits and focuses our attention on personal wellbeing, self-care and how to build resilience and resistance to stress

1. Modelling ownership through Enterprise Leadership.

- Shifting from "leading my department well" to "leading the organisation well through my department".
- Department heads tend to believe that their team is the *one they lead*. But the leadership team is their primary team and collaboration has to start there.

2. Interdepartmental Collaboration

- Friction between departments is rarely a competency issue, but rather assumptions made about intent, unspoken judgments between functions, or historical narratives that shape present behaviour.
- Challenging assumptions and having constructive and productive conversations about the *future desired state* is critical for building **Trust and cooperation for Enterprise Success**.
- Generally, department leads become the single point of contact and the **bottleneck** for interdepartmental collaboration - shifting to a **reverse bowtie**, where there is collaboration between departments at all levels, is a powerful shift for enterprise momentum.

3. Collective Accountability and Shared Leadership Behaviour

- Developing shared language around emotionally intelligent leadership



- Peer-to-peer **challenge and support within the leadership team**
- **Collective ownership** of leadership culture across departments

4. Modelling Emotionally Intelligent Leadership Under Pressure

- Department Heads are highly visible role models and set the tone and standards for expected behaviour in particular moments such as change, uncertainty, performance under pressure, and managing organisational tensions

This is a 2-day course run by 1 facilitator - the cost is £1,940 + VAT for up to 12 delegates.

This cost includes:

- One 45-minute call with all necessary stakeholders before the training to align expectations and desired outcomes of the training.
- All facilitator expenses - travel and accommodation.
- Workbooks with all the content of the course, and more.
- Access to our app - giving summaries of the 7 habits and all videos linked to the course
- The training is certificated – participants will receive 16 hours of CPD accredited learning.

OPTIONAL:

1. Prepare and send pre-work to delegates for personal reflection and priming prior to development days.
2. Delegates can also complete an optional British EI psychometric profile, accredited by the British Psychological Society.

This includes:

- 29-page EI Profile identifying personal 'scores' against the 8 EI Behaviours of EI at work and their dominant EI Leadership Style
- 45-minute 1-on-1 coaching session to unpack results and commit to areas of focus moving forward

The cost is £150 + VAT per profile (normally £200 when not linked to a course)

Find out more [Emotional Intelligence Profiling for Individuals, Teams and Organisations - Mobile Team Challenge](#)

If you require any further information, please do not hesitate to contact me.

Yours faithfully,

Barry

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A bit about us ...

Active in fourteen countries, on five continents

MTC Europe is emerging as a world leader in the provision and supply of transformational programs and events, development products and resources that enable teams, organisations and communities to unleash the potential of their people - from Youth to Executives.



MTC has attracted clients like Amazon, E.ON, Liberty Global, Virgin Media O2, NASA, FedEx, Vodafone, Honda, the NHS, the RAF, Jaguar, Land Rover, the Royal Navy, Army, Intelligencia, B&Q, Royal Holloway University of London, Durham University, University of Kent, TUC, Mars / Masterfoods, over 200 Local Authorities, over 100 Schools and over 50 HM Prisons, Rehabilitation Centres and Youth and Community organisations.

MTC has empowered these organisations by developing key leadership and line management to tackle challenges and counteract negative influences - transforming teams into synergised groups that sustain high-performance and cultivate a proactive, successful and thriving organisational culture.

Worldwide Training Excellence

MTC offers a range of unique, highly enjoyable, and effective activity-based learning - providing development and education products and services including Personal, Team, Organisational and Management Development Programmes.

We offer World Famous "Train the Trainer" workshops to enable our clients to deliver their own inspirational training using MTC equipment as well as exciting and life-changing workshops facilitated by MTC experts. MTC's is involved with over 200 local authorities in the UK delivering modular development programmes for First Line, Middle and Senior Management. We also supply experiential learning equipment to a great number of these organisations.

Click here for a short video of Mobile Team Challenge

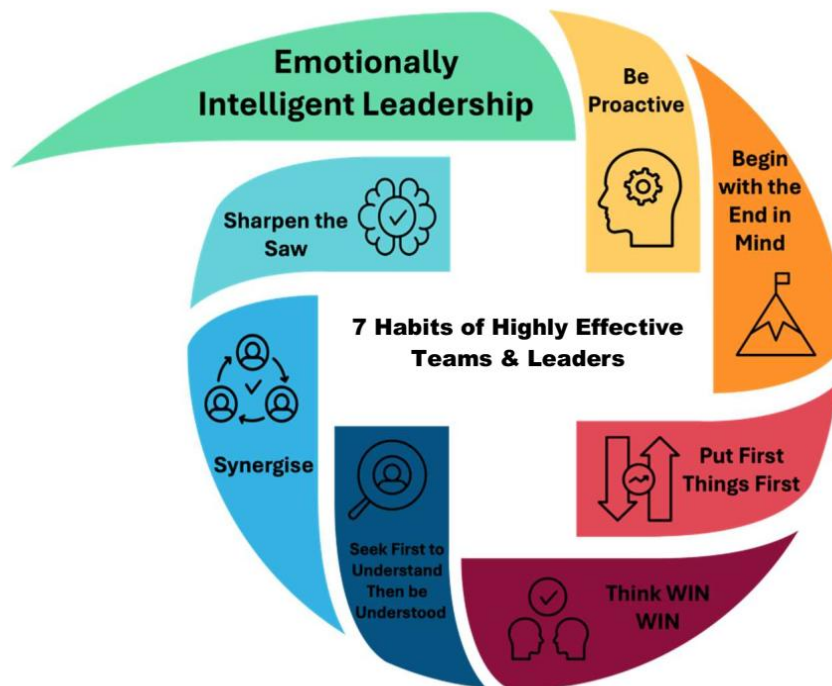
<https://youtu.be/g88Am6U5Wkw>

We are honoured to announce that our **"The 7 Habits of Highly Effective People, Teams and Leaders"** Has made the European Top 10 Charts for CPD Accredited Workshops



Workshop Overview

Stephen Covey's best-selling and award-winning book **"The 7 Habits of Highly Effective People"** is *STILL* the "Go To" book for all those people who are committed to Continuous Personal Development. This workshop refreshes the 7 Habits and applies them to the roles of Individuals, Teams or Leaders who want to use proven concepts to shift their paradigm of life and work.



- **Habits 1, 2, and 3** are focused on self-mastery and moving from dependence to independence.
- **Habits 4, 5, and 6** are focused on developing teamwork, collaboration, and communication skills, and moving from independence to interdependence.
- **Habit 7** is focused on continuous growth and improvement, it embodies all the other habits and focuses our attention on personal wellbeing, self-care and how to build resilience and resistance to stress.




Learning Outcomes

- **Increase self-awareness and personal confidence** in their leadership role, recognising the impact of their behaviour not only on their own teams, but across the wider leadership system. (*Habit 1 – Be Proactive*)
- **Develop and apply advanced Emotional Intelligence** to lead at a departmental and organisational level, particularly in complex, high-stakes, or politically sensitive contexts. (*Habit 1 – Be Proactive*)
- **Identify reactive leadership patterns** (personal and systemic) and adopt a proactive, emotionally intelligent approach that shapes culture *between* departments as well as within them. (*Habit 1 – Be Proactive*)
- **Demonstrate strategies to achieve buy-in across functions**, influencing without coercion and strengthening collaboration between departments with differing priorities. (*Habit 4: Think Win-Win; Habit 6: Synergise*)
- **Prioritise time, attention, and resource** in ways that balance departmental performance with enterprise-wide impact. (*Habit 2: Begin with the End in Mind; Habit 3: Put First Things First*)
- **Apply coaching-based leadership approaches** to develop senior team members and peers, supporting sustainable performance rather than dependency or escalation. (*Habit 5: Seek First to Understand, Then to Be Understood; Habit 6: Synergise*)
- **Use empathic listening and high-quality dialogue** to build trust, surface assumptions, and communicate effectively with a wide range of internal and external stakeholders. (*Habit 5: Seek First to Understand, Then to Be Understood*)

- **Reflect on personal leadership style** and recognise how differing personalities, thinking styles, and leadership approaches interact at senior levels. (*Habit 6: Synergise*)
- **Lead others through change and ambiguity**, maintaining clarity, emotional regulation, and alignment during periods of organisational transition. (*Habit 1: Be Proactive; Habit 2: Begin with the End in Mind*)
- **Explain the dynamics of high-performing leadership teams**, identifying behaviours and structures that either enable or block effective cross-department working. (*Habit 6: Synergise*)
- **Create a focused Leadership Impact Plan** outlining personal and collective commitments that strengthen leadership effectiveness over the next six months. (*Habit 2: Begin with the End in Mind; Habit 7: Sharpen the Saw*)


Delegates will gain a full understanding of Self and Other Awareness and an **Emotional Intelligence Profiling** will produce a 29-page personal profile for each delegate - including 1-to-1 feedback and coaching – scoring them against the 8 EI behaviours below.



Decisiveness
The capacity to make decisions, and take initiative




Motivation / Drive
Wants to achieve, has energy & ambition, optimistic and positive.




Influence
Able to persuade others, gets own views across – like a position of authority




Adaptability
Responds well to change, is flexible and adaptable. Keeps an open mind




Empathy
Team oriented, sensitive to others' needs, respectful, tolerant & patient



Conscientiousness
Meets deadlines, punctual, organised, tidy, dependable and self-disciplined



Stress Resilience
Copes with the day-to-day pressures of life with strong wellbeing



Self Awareness
Knowledge of personal strengths and areas for development



Development Tools & Leadership Models

Tools and Models usually covered in training:

- 4 Quadrants of Emotional Intelligence
- Johari Window
- 8 Emotional Intelligence Attitudes and Behaviours
- Circle of Concern vs Circle of Influence
- Appreciative Enquiry
- The Eisenhower Matrix
- Time-Management tools: Timeblocking, Distraction List, Pomodoro Technique, The Pareto Principle, Eat that Frog, SMART.
- Tuckman's Leadership Model
- Situational Leadership Theory – Hersey-Blanchard
- Conversations Worth Having
- Coaching Skills – Active Listening and Practicing Presence
- The Transitional Curve – Kubler Ross
- Six Thinking Hats – Edward DeBono
- The 5 Dysfunctions of a Team – Patrick Lencioni

Others that can be found in the workbook:

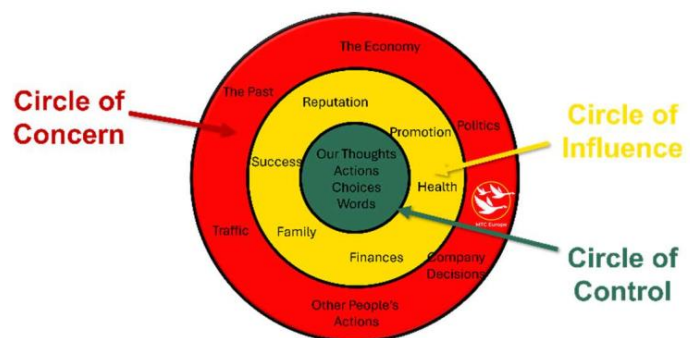
- Leadership, Followership and Conflictors
- Tannebaum & Schmidt Leadership Continuum
- Transactional Analysis
- Daniel Goleman's 6 Emotionally Intelligent Leadership Styles
- 6 Performance Drivers of Effective Teams - EBW



Habit one - "Be Proactive!"

Take responsibility for how you react to your experiences. Take the initiative to respond positively and improve the situation. Recognise your Circle of Influence and Circle of Concern. Focus your responses and your actions on the center of your influence and constantly work to expand it. Don't sit and wait in a reactive mode, waiting for problems to happen (Circle of Concern) before taking action.

- Taking personal responsibility for outcomes
- Recognising your Circle of Influence
- Fostering an Emotionally Intelligent approach to problem solving



Decisiveness

Willingness to make decisions; the need for control and the level of comfort with decision making responsibility.



Empathy

The ability to recognise, be sensitive to, and consider others' feelings, needs and perspectives. The need to understand, to help, and work with others.



Motivation

Level of energy, passion, drive and enthusiasm for work; being optimistic and positive, need for achievement and challenge.



Conscientiousness

The need to plan and have structure, be diligent and meet deadlines; the level of comfort with conforming and following the rules.



Influence

The drive to influence others and persuade them; the drive to be heard and have an impact.



Stress Resilience

The capability to relax and deal with the day to day pressures of work; level of comfort with showing and managing emotions, e.g. can control temper.



Adaptability

Desire for and enjoyment of variety; capacity to keep an open mind and be flexible with different and creative approaches.



Self Awareness

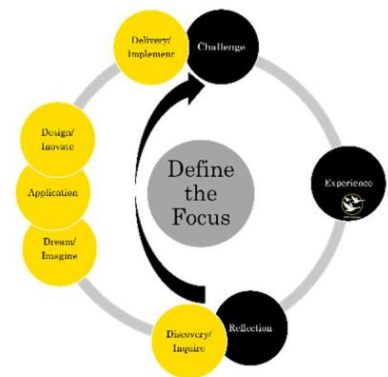
This scale is an index of the extent to which an individual's EBW scores is likely to correspond with the way that others would score them on the EBW scales.

Habit two - "Begin with the end in mind"



Envision what you want to achieve in the future so you can work and plan towards it. Don't just focus on the problem you want to fix, but the future state you want to experience.

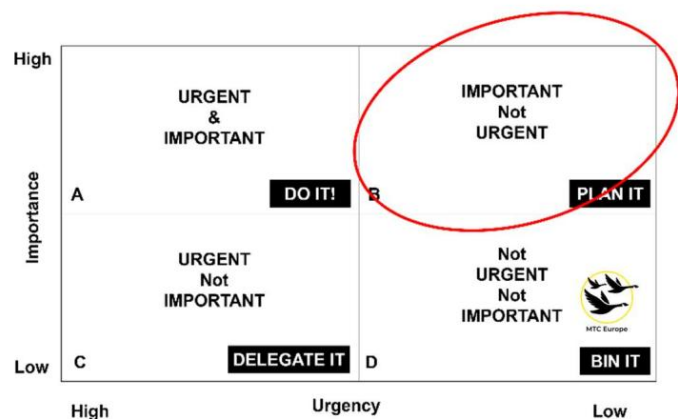
- How to Create "buy-in" so that your teams all pull together
- Increasing the level of Accountability in your Team
- Collaborative Working across Teams and Organisations
- Leading through and beyond change



Habit three - "Put first things first"

Matrix of *importance vs urgency* that Stephen Covey and Dwight Eisenhower used in deciding where to invest their efforts. Categorising your tasks into what is important and what is urgent. Learning the art of prioritisation and overcoming all those "time-stealers" which distract you from achieving your Goals.

- Creating optimised efficiency through prioritisation
- The "important and urgent" analysis of what you do with your Time
- How can you achieve MORE in the same amount of time?
- Where do the most successful leaders spend their time?

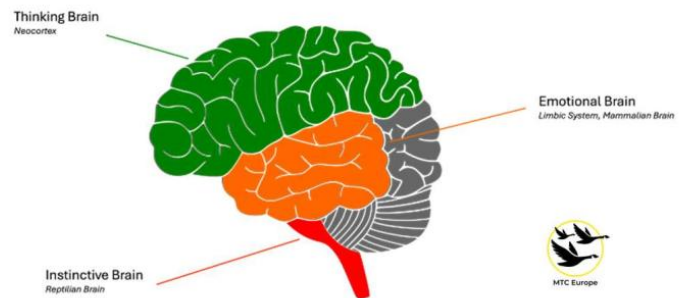


Habit four - "Think Win-Win"



Value and respect people by understanding a "win" for all is ultimately a better long-term resolution than if only one person in the situation had gotten their way. Think Win-Win isn't about being nice, nor is it a quick-fix technique. It is a character-based code for human interaction and collaboration.

- Overcoming the Fear of Conflict in your Team
- Embracing Conflict in the Team
- Conflict Resolution and Management within Teams



Habit five - "Seek first to Understand - then be Understood"

Use empathic listening skills to genuinely understand a person, which compels them to reciprocate the listening and take an open mind to what you want to bring. This creates an atmosphere of caring, and positive problem-solving. Applying inter and intrapersonal skills of Emotional Intelligence.

- Identifying your dominant Leadership Style
- Professional Communications – Empathic Listening
- Recognising different Thinking Styles
- Leadership Models: Situational Leadership / The Emotionally Intelligent Leader



Habit six - "Synergise"

Combine the strengths of people through positive teamwork, so-as-to achieve goals that no one could have done alone.

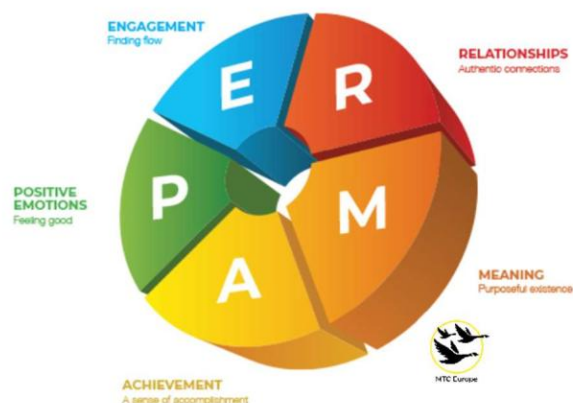
- Building Emotionally Intelligent, High-Performance Teams
- Assessing the functionality of your Team
- Understanding the Five Dysfunctions of a Team
- Understanding Team Dynamics



Habit seven - "Sharpen the Saw"

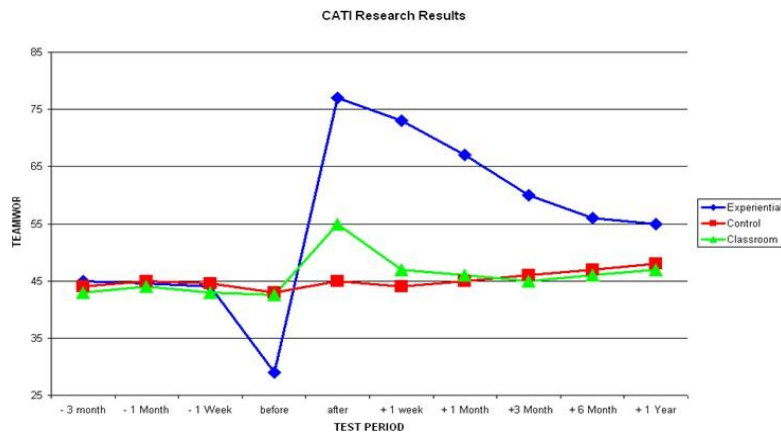
Balance and renew your resources, energy and health to create a sustainable, long-term, effective lifestyle, optimising wellbeing and building stress resilience.

- Maintaining Peak Performance
- Performance under pressure
- Recognising and applying the Stress Management Techniques
- Overcoming Frustration and Conflict
- PERMA - The 5 Strategies for achieving Wellbeing



Why does MTC use Experiential Learning and Appreciative Inquiry Feedback Concepts?

The long term results of Experiential Learning have been researched and studied by many academics – all of whom agree, that it is the most effective method of learning and that it guarantees a long term, behavioural, positive change in the performance of the learner – as the graph below demonstrates.



SOURCE: Scientific Research All research was performed by Dr. Simon Priest PhD

25 Year Experiential Education Expert. Publisher of over 12 books on the subject and on the Board of Advisors for PLAYTIME Inc

This chart shows that Classroom training provides a small increase in teamwork and increased efficiency that evaporates within a week.

Experiential Training provided a remarkable 77% boost in the Team and Organisations Development Index that continues to have residual effects up to 1 year later, without follow up.

Hence our strap line...

“Behaviour-Changing Games creating Game-Change Behaviours”

The Areas of Impact with Mobile Team Challenge Award Winning Experiential Learning Concepts

Personal Development	Trust / Teamwork	Confidence Building	Problem Solving	Communication	Self Awareness	FUN!
Self Awareness	Confidence	Trust	Adaptability	Trust	Self Control	Relaxation
Self Control	Social Skills	Team Work	Flexibility	Values	Values	De-Stress
Confidence	Empathy	Caring	Values	Listening Skills	Empathy	Competition
Decision Making	Honesty / Integrity	Coaching	Team Awareness	Communication	Caring	Challenge
Trust	Respect	Self Esteem	Communications	Clarity	Developing	Learning New Skills
Values	Responsibility	Self Belief	Conflict	Co-operation	Rapport	Enjoyment
Community	Influence	Co-operation	Management	Collaboration	Social Skills	Making Learning FUN!
Empathy	Values	Collaboration	Co-operation	Developing	Self Esteem	Experiential Learning
Communication	Working with others	Rapport	Collaboration	Rapport	Critical Thinking	gaurantees the BEST retention of
Conflict	Acceptance of Others	Optimism	Influence	Influence	Emotional Intelligence	learnings
Management	Diversity	Winning	Creativity	Respect	Understanding "styles"	Safe
Co-operation	Leadership & Followership	Behaviours & Attitudes	Innovation	Empathy	Receiving Feedback	Environment in which to practice new skills
Honesty		Healthy Self Awareness	Critical Thinking	Non-Verbal Messages	Self Improvement mindset	
Integrity		Getting into "The Zone" – Brain / Heart Coherence	Decision Making	Receiving Feedback	Healthy Self Image	
Influence			Goal Setting	Social Skills		
Respect			Solution Focussed	Clarity		
Responsibility			Thinking	Openness		
Critical Thinking			Vision			
Goal Setting						
Planning						



As one of our delegates said recently..

**“Great FUN!...with some
SERIOUS Learning!”**

You're in Good Company

Our Expertise Spans Multiple Sectors

- **Corporate:** Leadership, emotional intelligence, customer service, team development (and much more) for companies like Amazon, E.ON and Virgin Media.
- **Public Sector:** Training with the NHS (+4,000 staff), RAF (+5,000 staff), and various government organisations.
- **Education:** Developing university staff and equipping students with employability and life skills.
- **Criminal Justice System:** Helping staff and offenders achieve behavioural transformation and lower reoffending rates.
- **Charities and NGOs:** Supporting non-profits with team building, leadership training, and emotional intelligence development to enhance their impact.



What People are saying about MTC

Mobile Team Challenge's unique approach to Accelerated Learning and Development, through the utilisation of MTC techniques, produces outstanding results, highly energised and motivated attendees; some of whose comments have been:

'The results have been nothing short of transformative for our team' (Amazon)

'I can honestly say that yesterday was the most useful piece of training/course I have had in 15 years at the MET - it hit on both a personal and professional level.' (Intelligencia)

'A Life Changing Experience...' (BUPA)

'Hands down, the best professional training I have ever attended'
(ISS Facility Services UK)

'A powerful, effective and common sense approach that produced only positive outcomes and excellent results' (Chelsea Building Society)

'MTC has proved to be exceptional and versatile for improving leadership, communication, teambuilding, mutual support, self belief, problem solving and creative thinking within. It's potential within the workplace is vast whilst also being great fun' (Tony Woodcock, Honda UK)

'An awesome delivery technique which makes learning great fun – it's changed my life.' (Moorlands College)

'A brilliant day – GREAT Team building and Awareness of Leadership'
(Ian Brookes, CEO Lorien)

'...A new dimension to our leadership and development programmes...'
(Chrys Murphy, Wing Commander, RAF)

"MTC is about building on success, to bring about even more success"
(Brett Nicholls, RAF School of Training)

"An excellent event – made me really think what being a manager was about!" (S. Derbyshire District Council)

And a few more ...

'I absolutely can see the benefits of all the training we had and I was very pleased today to have been able to put the 'games' to good use! It was a great learning session coming out of disrespect, arguments, and cattiness with the children. I have seen some other situations around school today where these 'games' could have worked for people so please, please be confident to make good use of what we were taught as it really does work!! '

(Spa Academy Asken)

"MTC Training enhances existing leadership and team building activities and improves other training exercises."

Pamela Murray, RAF LTPD School of PT

'A very professional event which will have a profound effect on my life'
(Wokingham Borough Council)

"The most enjoyable and thought provoking course I have ever attended"

David Jordan, Prison Officer

"The MTC approach shows that the glass is "half full" and not "half empty". It will work within most organisations"

Dennis Griffiths, Prison Officer

"There are many valuable aspects to the MTC approach that develop communication, flexibility, trust, teamwork, etc. This can all be related and the lessons learnt transferred to work and life in general"

Stuart Cooper, Prison Education Officer, HMP

"The MTC Training course was very professional, great fun and packed full of great information"

Simon Folger, Prison Education Officer, HMP

"An excellent course – very professional and well presented. Thank you Barry."

Chris Belcher, Head of Learning and Development, S.Warwickshire NHS

**Behaviour changing games
creating
Game changing behaviour**

Other Sample Programs from MTC Ltd

- Creating a Leadership Change Culture
- Appreciative Inquiry
- Team Leadership Programme
- Coaching Skills
- Train The Trainer
- DeBono Six Thinking Hats
- The 7 Habits of Highly Effective People
- Disney Customer Service Strategy
"What if Disney ran your business?"
- Six Sigma
- Coaching and Mentoring
- Strategic Planning using Appreciative Inquiry
- Creativity and Innovation
- Project Management
- Consultancy Skills
- Leading through and beyond CHANGE
- Dealing with Difficult People
- Sales & Marketing Awareness Programme
- Delegation Skills
- Development Organisational Learning Cultures
- Emotional Intelligence
- First Line Management Programme
- Building Highly Effective Teams
- Key Account Management
- Solution Focussed Thinking: Decision Making and Problem Solving
- Executive Team Mentoring
- Neuro Linguistic Programming
- Negotiation Skills
- Partnership Working
- Performance Management
- Myers Briggs Personality Type Indicator
- Project Management
- Belbin Team Dynamics
- Report Writing
- Setting Objectives
- Selling Skills
- Strategic Planning
- Stress Management / Work Life Balance
- New Supervisor Skills
- Conflict Resolution
- Communication Skills - NLP
- Modular Leadership Programmes
- Time Management
- Transformational Leadership



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