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What's Happening?

The newsletter for switched on people
Summer issue 79 - from Samuel Day

Organisational Growth

At this time of year many people are looking forward to a break and also planning for 2008. In the latest Happening People online TV show I interviewed Lisa Watts, General Manager of MyCareer.com.au. Over the past two years, she has led and grown their business exponentially. So, as you plan for growth next year you could well be interested to consider Lisa's comments from my interview.

The key to organisational growth

"I think the key to organisational growth is having clarity about the top two or three things you want to achieve..... and how you can drive those priorities forward"

Number one priority in growing an organisation

"Number one on my list is sales force capability and a systemic way of having a strong capable sales force of the right size to support the organisational growth."

Key Capabilities of sales people

"We look for a high degree of emotional intelligence, the capacity to listen and understand the other person's perspective and modify behaviour in an objective way in order to be better understood."

"..... with good practice in recruitment you can assess the extent to which someone can easily create a rapport, listen and refer back...."

Getting everyone to focus on growth

"Find ways to engage people early on". For example, "Here is our problem how can we as a group of people working together find creative solutions to it?"

Personally speaking

I hope you have a wonderful Christmas or end of year where ever you will be. Thank you to every one of our corporate clients - Nine Network, Thomson, Employment Plus, Fairfax, and Organon plus everyone who has completed executive coaching this year. To my team both internally and externally, thank you all! Tina this newsletter would not be without your editing – thank you! Here is a celebration of some of a few great people we have worked with around the country this year.



Until 2008 if you love what we do please tell others, if not please tell me ☺

Cheers
Sam

The interview was very interesting and Lisa's strategies have most certainly shown results. If you would like to look at the interview go to HappeningPeople.com and select the online TV tab. Enjoy!

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