

Performance Under Pressure

OCTO's unique leadership methodology has 9 years' provenance. We draw on a broad range of models.

Leadership

Motivate	Empower	Accomplish
BE the sort of person people want to follow	Unleash people's capacity to achieve	Seize the day Achieve the Aim
<i>Dialogue</i>	<i>Dialogue</i>	<i>Dialogue</i>
Integrity: Live your values	Represent things as they are	Moral courage
Think beyond experience	Unify the Vision	Shoulder ambiguity and give direction
Listen 360°	Potential into Reality	Resolve Breakdown
Take responsibility	Mandate your people	Make it happen

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Philosophy

- Robert Pirsig (Zen and the Art of Motorcycle Maintenance) - Quality and Leading beyond previous experience; Stuckness and Overcoming Breakdowns.
- Richard Rorty – Philosophy and use of Language.
- Sun Tzu – the Principles of War and modern derivatives – Donald Krause.
- Submarine Command - and other military leadership training – philosophy.

Leadership

- OCTO – Motivate; Empower; Accomplish. Practical guidance and mentoring on making it happen.
- Adair – Task, Team, Individual.
- Jim Collins – Level 5 (and 4) Leadership; the Culture of Discipline.
- Goffee and Jones – Why should anyone be led by you?
- Daniel Goleman – Emotional Intelligence and Emotional Leadership; 6 Leadership styles.
- Richard Olivier – Inspirational Leadership and Mythodrama.
- Stephen Covey – Habits of highly effective people.
- Tim Gallwey – The Inner Game of Tennis.
- Nicholson, Burnham and McClelland - Motivation, Power and Influence.

Management development

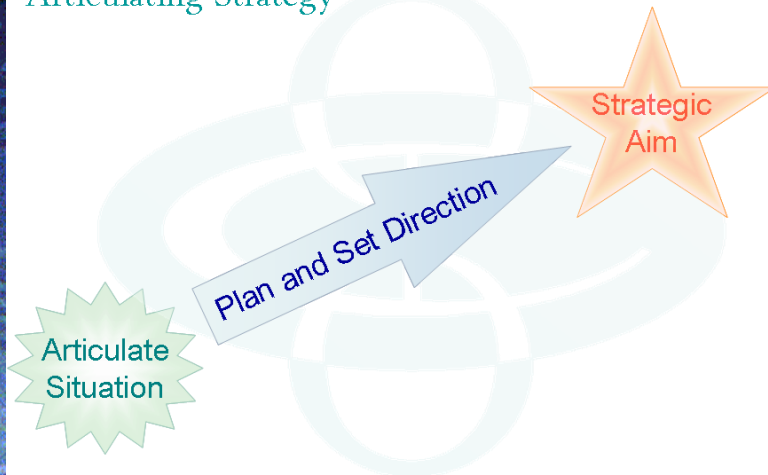
- OCTO: Front-line military experience on creating mental space for strategy.

Leadership

- Chris Argyris – Teaching smart people how to learn.
- Barry Johnson – Polarity Management.
- Robert Katz – Conceptual skills and development of inter-group relationships.
- Rogers and Rothlisberger – Barriers and gateways to communications.
- Kotter – Managing change. Also, with Gabarro - Managing your boss.
- Banaji, Bazerman, Fallow - Ethics, bias and management.
- Blanchard – Situational Leadership.
- Burke, Litwin – Transformational / Transactional Leadership.

Performance Under Pressure

Articulating Strategy



- Katzenbach and Smith; Orasanau - Teams and Crew Resource Management.

Models:

- OCTO – Strategic Decision-Making
- OCTO – Crisis Early Warning System
- OCTO – Integrity Dilemmas
- OCTO – Resilience Mapping
- Kaplan and Norton – Balanced Score-card

Psychology; History:

- Irving Janis and Paul 't Hart - Groupthink
- Correlli Barnett - Leadership and Politics
- Denis Smith - Perception; Listening
- Edward de Bono; ?What If! / Sticky Wisdom - Creativity
- Klein; Royal Navy - Decision-making
- Schein; UK and US Military - Resilience, Stress and Luck.

Inspiration:

- Sir Ernest Shackleton - a family member! Shackleton's Way,
- Paul Fireman; Anita Roddick, Buck Rodgers; Colin Powel; Margaret Thatcher; Henry Kissinger; John F & Robert F Kennedy; Bill Slim; Winston Churchill; Horatio Nelson; Sun Tzu; Socrates.

Leadership

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