

# LEADERSHIP TEAM PERFORMANCE APPLIED<sup>®</sup>

A high-performing team frees its members' genius to create the extraordinary together. No two teams face the same situations, have the same goals, or have the same members; there is not one formula for success. Our approach assumes that each team has a unique set of strengths and areas for development. We seek to guide that team to understand what it needs to do now based on its current business challenges.



## PROGRAM OVERVIEW

We created the LTPI™ to evaluate the team, as the true effectiveness of a team cannot be fully understood by only assessing the individuals on the team. The fundamental idea is that a team is not simply the combined sum of its individual members but rather the sum of how they interact with each other. This highlights the importance of encouraging team members to introspect on their collaborative dynamics.



Business  
Imperatives



Insights



Actionable  
Feedback



Overcome  
Common  
Issues

## PROGRAM APPROACH

### 1. Focuses on business imperatives.

We seek to guide that team to understand what it needs to do now based in its current business challenges. One size does not fit all.

### 2. Provides insights into how other stakeholders perceive them.

In a world where work gets done by a team of teams, it is critical to know how a team is perceived by other teams.

### 3. Identifies Actionable Feedback

Because the items in the LTPI™ are observable and changeable behaviors, it becomes clear what actions a team needs to take to become more effective.

### 4. Overcome common issues blocking effectiveness.

The data enables a team to discover its blind spots and constructively look at issues the team may not have previously considered.

JOIN US TODAY TO REDEFINE YOUR TEAM  
PERFORMANCE.

## STRUCTURE

- **Kick-off:** Contract and Agreement Signature
- **Who:** Executive-level leadership teams
- **How:** Team 360 Assessment prior to in-person or virtual workshop
- **Where:** Zoom or MS Teams video conference – no travel required or in-person workshops.
- **investment:** \$29,900 per cohort of 12 members
- **Registration:** Let's Talk! Complimentary Discovery Discussion 30-minute complimentary discussion designed to explore options.

## DIFFERENTIATORS

- Focuses on helping teams achieve their business imperatives.
- Gives insights into how other stakeholder groups perceive a team's effectiveness.
- Provides practical, actionable feedback a team can immediately apply to make them more effective in achieving their business goals.
- Shows which team behaviors are most important to overcome common issues such as lack of trust and psychological safety, trouble having constructive conflict, and poor cross-functional collaboration.

## YOUR COACH – MARY PATRY



- ICF Professional Certified Corporate Coach
- 10+ years Executive Coach and Advisor
- Former CIO and IT Executive
- 40+ years hands-on IT leadership experience

*"Mary has an incredible ability to others manage through change bringing a vision and purpose to those around her. Mary provided me with insights and inspiration when I decided to retire and then again when I joined a new employer as a CIO."*

CIO, Biotechnology

