



APPROACH
SERVICES

COURSE CATALOGUE

EXCELerateTM

EXCELerate is based on a leadership capability framework developed by Approach Services. EXCELerate focuses on experiential learning, actions and results.

2022-2023

COURSE CATALOGUE



WELCOME

Implementing change can cripple even the most established organisation – with change failure costing billions in loss of reputation, people and productivity among many ongoing ripple effects. We solve this problem.

Approach Services' vision is to develop the best change leaders around the world. Our mission is to help organisations thrive in the VUCA world by providing consulting, training and leadership games.

We want to see you, your people and your organisation succeed – that is the goal of every service and product we provide.

A handwritten signature in green ink that reads "Sam".

YOUR APPROACHABLE CEO



Watch this video

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01 | WORKSHOPS

Learn highly transferrable, future-ready and business-critical skills from industry experts.



VALUE DRIVEN CHANGE LEADER WORKSHOP

A highly engaging and interactive learning experience that builds authenticity, integrity and resilience. The leaders learn practical tools to inspire and motivate others through vision and values during times of uncertainty.

AGILE CHANGE LEADER WORKSHOP

A highly engaging and interactive learning experience that builds change-agility. The leaders learn how to build purposeful relationships, collaborate effectively and build organisation-wide change advocacy.

RESILIENT CHANGE LEADER WORKSHOP

A highly engaging and interactive learning experience that improves the leader's self-regulation, emotional intelligence and resilience. The leaders learn rapid change planning to reassure, influence and guide others through ambiguity and drive change.

COMMUNICATING CHANGE WORKSHOP

A power-packed workshop that focusses on practicing and finetuning effective two-way change communication. Leaders learn effective communication and listening skills, practice interpersonal skills and systems to communicate in times of uncertainty and ambiguity.

CONFLICT RESOLUTION IN CHANGE WORKSHOP

A highly engaging and experiential learning experience that improves conflict resolution and resistance management. Leaders practice interpersonal skills, communication, problem solving and negotiation. They learn tools to mediated and coach others through managing resistance to change.

GROWTH MINDSET TO LEAD CHANGE WORKSHOP

A highly engaging and mindful learning experience that improves self-awareness and practices a growth mindset. Leaders learn practical tools to foster a learning culture and change mindset.



Through our program leaders experience what resilient, agile and authentic leadership looks and feels like.

02 | WORKSHOPS

Learn highly transferrable, future-ready and business-critical skills from industry experts.



THE ART OF COOPERATION WORKSHOP

Grow your social capital by focusing on collective IQ

- Grow your network
- Practice your cooperation skills
- Adapt your style to improve relationships

VALUE DRIVEN LEADERSHIP WORKSHOP

Cast a positive leadership shadow that inspires others to follow

- Reflect on your core values
- Practice situational leadership
- Drive behaviour & decisions from values

EFFECTIVE COMMUNICATION WORKSHOP

Challenge you out of your comfort zone to improve your communication

- Adapt your communication style
- Sharpen active listening
- Practice effective communications strategies

CONFLICT & PROBLEM SOLVING WORKSHOP

Turn conflicts into opportunities by having your de-escalation skills ready

- Adapt a problem-solving mindset
- Practice de-escalation & conflict management
- Aim for a win-win negotiation

BOOSTING MOTIVATION WORKSHOP

Boost your motivation & achieve flow at work

- Create a clear vision & goals
- Identify motivation drivers
- Practice motivation boosters

POWERFUL MENTORING WORKSHOP

Build effective mentoring relationships to support personal growth

- Identify the ideal mentor
- Master mentor-worthiness
- Take the steps to initiate mentoring



All of our courses come with a complimentary Certificate of Achievement that you receive straight after passing the final assessment.

03 | ONLINE COURSES

Easy, affordable and practical micro-credential learning.

CHANGE LEADERSHIP ONLINE ACADEMY

VALUE DRIVEN CHANGE LEADER

A highly engaging and interactive online learning experience that builds authenticity, integrity and resilience.

You receive proven practical tools to inspire and motivate others through vision and values during times of uncertainty.

COMMUNICATING CHANGE

A highly engaging and interactive online course that enables leaders to plan and execute effective change communication.

You receive a proven communication plan template and build crucial communication skills in-house for less than the cost of 1 day of change management consulting.

GROWTH MINDSET TO LEAD CHANGE

A highly engaging and interactive online learning experience that enables learners to plan and execute effective learning, training and coaching.

You receive a proven coaching and training plan template and practice a growth mindset during any type of change for less than the cost of 1 day of change management consulting.

AGILE CHANGE LEADER

Gain an advantage in the fast-paced and even turbulent business environment.

Learn how to map and evaluate stakeholders, build relationships, increase information flow and change advocacy across your circle of influence.

RESILIENT CHANGE LEADER

A highly engaging and interactive online course that enables leaders to discover rapid change planning techniques to ride the waves of change

You receive proven and practical tools to transform your business from a history of failed changes and resignations to an adaptive and persistent step-change culture.

CONFLICT RESOLUTION IN CHANGE

Here is an interactive 2-hour online course jam-packed with highly transferrable skills. We teach you to use conflicts as a healthy stimulus for better outcomes.

Learn how to identify conflicts early, nail the root cause and collaborate to solve the problem. Co-create the future through adaptive and sustainable step-change.



**Our Learning Management System (LMS) is easy to use and accessible
365/24/7 on your desktop computer, and mobile phone.**

04 | ONLINE COURSES

Learning how to lead change has never been this easy, affordable & practical.

CHANGE LEADERSHIP ACADEMY

CHANGE ADVOCACY

We designed this course as an entry point to the EXCEraterate framework. Learn how emerging leaders enter the world of change. Advocate and champion change and innovation in your transforming organisation.

- Explain the basics of individual and business change from a change advocate's perspective,
- Identify actions for you to role model change at work and in your community,
- Apply easy-to-use change management and change leadership techniques to champion change.

EXCEraterate Change Leadership Program

Includes all 6 courses.

The EXCEraterate Change Leadership Program enables professional and organisational growth by understanding the psychological and physical impact of a VUCA (volatile, uncertain, complex and changing) environment on people. We take this newfound awareness to uplift communication skills, collaboration and cooperation skills, conflicts - and problem-solving skills, mentoring and coaching skills. Through our program leaders experience what resilient, agile and authentic leadership looks and feels like.



Our high-quality instructional design includes a rich mix of digital and blended learning activities (Checks and quizzes, assignments, animations, videos, reflections, and feedback from peers and professionals).

05 | PRICELIST

Last updated 01/04/2022. All prices are excluding GST.

All prices are Perth based. Any travel outside of Perth will incur extra costs.

All prices apply per participant.

FACE TO FACE WORKSHOPS

Value Driven Change Leader Workshop	\$720
Agile Change Leader Workshop	\$720
Resilient Change Leader Workshop	\$720
Communicating Change Workshop	\$720
Conflict Resolution In Change Leader Workshop	\$720
Growth Mindset To Lead Change Leader Workshop	\$720
The Art of Cooperation Workshop	\$720
Value Driven Leadership Workshop	\$720
Effective Communication Workshop	\$720
Conflict & Problem Solving Workshop	\$720
Boosting Motivation Workshop	\$720
Powerful Mentoring Workshop	\$720

ONLINE COURSES

Value Driven Change Leader	\$536
Agile Change Leader	\$536
Communicating Change	\$536
Resilient Change Leader	\$536
Growth Mindset To Lead Change	\$536
Conflict Resolution In Change	\$536
Change Advocacy	\$136

SPECIAL OFFER

EXCELerate Change Leadership Program (online)	\$2,891
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Read our [Privacy Policy](#) and [Terms & Conditions](#)

06 | WHAT PEOPLE SAY

Approach Services

Level 1/37 Barrack St, Perth WA

4.8 ★★★★★ 15 reviews



Anna Rokosz

1 review

★★★★★ a week ago **NEW**

I really enjoyed completing the Resilient Change Leader course. It was a good mix of text and video instructions, very creative and entertaining. The quizzes show the learning progress, which is very motivating. I especially liked the opportunity to subdivide the course in many small steps. Clear recommendation to participate in a course and many thanks to Eva and Sam!



Hans-Georg Pagendarm

Local Guide · 69 reviews · 1 photo

★★★★★ 2 months ago

Positive: Professionalism, Quality

Not being able to meet the team in person due to the on-going travel restrictions I decided to take one of their on-line courses. Since I had no prior experience with e-learning I was rather curious. Turns out, the course was fun to do, content very well presented in text, graphics and video. Exercises and quizzes ensure that you have really digested the content before you proceed to the next session. This worked surprisingly well for me. I do have years of management experience, so I can easily see, that I would have had quite a benefit, had I known these tools earlier.



Frances Eaton

4 reviews

★★★★★ 10 months ago

Positive: Professionalism

I have been dealing with the team (Eva and Sam) at Approach Services in several capacities of my career - Eva and Sam are highly knowledgeable, professional and I consider them game-changers in leading cultural and organizational change. Most recently I engaged with them in my capacity as Head of People and Culture at Alzheimer's WA. The team at Approach Services were able to help me at short notice and guided me through the process of creating a rapid change and communication plan. I can highly recommend Approach Services as leaders in change management and organizational development. Their professionalism, knowledge-sharing and dedication are exceptional. Especially in the area of not-for-profit and disability/aged care their understanding and knowledge is invaluable.



Shamara Williams

1 review

★★★★★ 9 months ago

Positive: Professionalism, Quality, Responsiveness

Eva Sayem was the trainer and facilitator of a Growth Mindset and Change Leadership workshop presented at a recent 2 day planning event that I attended. I found her to be very well-versed in the topic and had a relaxed but passionate style of getting the information across. She was able to answer a range of questions, and dealt really well with the sometimes stressed responses in the room (due to funding uncertainty).

What I found most noteworthy was that she embraced the group's shared concerns, listened to what it was we wanted to get out of the session, and was able to quickly pivot and move into a role that facilitated and guided a more concrete plan, leaving us satisfied with the outcome of the day.

07 | MORE SERVICES

Love it? Tell everyone about it.

Go to www.approach-services.com/referral to make referrals and earn rewards.

I am interested in

The 6C's Change Management approach

The most sustainable yet agile Change Management approach

Co-creation

Set the right foundation for your change initiative

Co-planning

Create shared ownership of the change initiatives across the main sponsors

Change advocates

Multiply your change efforts for maximum speed and success

Co-sensing

Apply critical thinking and involve stakeholders early

Change leaders

Set yourself up for success with practical Change Leadership capabilities

Corrections

Measure, control and improve your change management

Change Leadership toolkits

The most practical Change Leadership toolkits on the market

Valère

Boost value driven actions and integrity

Speed mentoring

Foster a growth mindset and learning culture

Vision boards

Craft your compelling change vision

Zooleader

Improve collaboration and work relationships

Conexus

Build purposeful change advocacy networks

and more...

Project Engineering

The most flexible Project Engineering approach that delivers results

Kick off

Get all your stakeholders on the same page

Planning

Create scope of work, evaluate suppliers and identify equipment

Engineering

Develop practical procedures. Site integration testing to optimise procedures

Execution

Safely carry out mobilisation, offshore work and demobilisation

Monitor

Ensure effective use of procedures. Provide daily operations report

Closeout

Facilitate and capture lessons learned. Produce materials data report

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