

Edoardo Binda Zane

Business Trainer

Workshops Overview

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Deloitte.



TOTAL

TED^x
Kreuzberg
x = independently organized TED event

CHARITÉ
UNIVERSITÄTSMEDIZIN BERLIN



What I do

I TRAIN LEADERS, TEAMS AND INDIVIDUALS TO COMMUNICATE BETTER

I use skills from improvisation theatre, my own personal management experience, and research compiled by respected external sources.

LEADERSHIP TRAINING

Helping managers to lead
and delegate better.

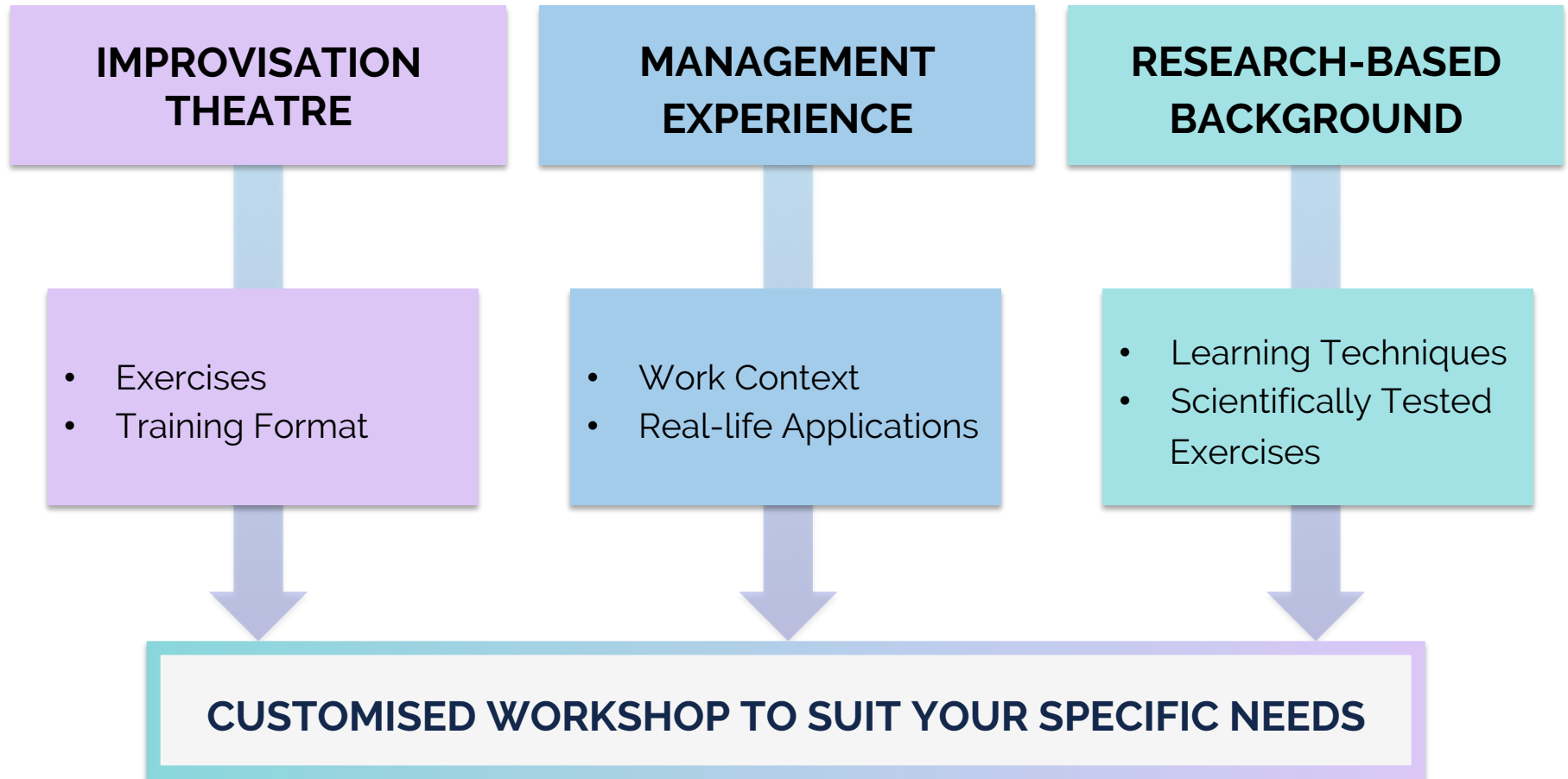
TEAM BUILDING WORKSHOPS

Creating higher levels of
mutual trust and support.

PRESENTATION AND STAGE TRAINING

Enabling professionals to
engage their audience.

Background



Work is changing!



DIFFERENCE
BETWEEN
SUCCESS AND
FAILURE

DEALING WITH UNCERTAINTY AND RAPID CHANGES

New market structures and adaptable skills.

MANAGING HIGH LEVELS OF COMPLEXITY

Flexible hierarchies and shared leadership.

ENGAGING AND MOTIVATING YOUR TEAM

Trust in leadership, mutual support, resilience.

My Method

WORKSHOP

Focus on **time pressure** and **rapid changes**.

Understanding **behaviours** in **complexity**.

Force a **deeper level of cooperation**.

Personalised approach.

Practical training.

RESULTS

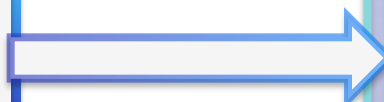
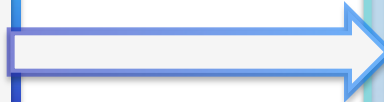
Participants **succeed in uncertainty**.

Participants **read better** the dynamics of **their own teams**.

Participants **inspire trust** and **mutual support**.

Workshop **shaped on your team**.

Direct application and **immediate improvement**.



Workflow



1: NEEDS ASSESSMENT

- Meeting with you and your team to gather insights on your needs
- Interviews or survey among future participants

2: WORKSHOP DESIGN

- Define workshop goals
- Define workshop indicators for follow-up
- Design workshop according to your needs and wishes

3: IMPLEMENTATION

- Carry out workshop or series of workshops

4: FOLLOW-UP

- Follow-up with participants and managers
- Analysis of the results of the indicators

Team Workshop



TARGET GROUP

Existing teams and units, including their team leader.

GOALS

To **identify patterns of behaviour** that work under uncertainty and pressure

To have **participants experience them** in a safe and simulated environment

To enable participants to **apply them in real-life situations**

KEY OUTCOMES

- Better communication skills
- Higher awareness of the environment
- Capability to self-organise and execute
- Higher adaptability to changes and unforeseen situations
- Higher trust in their capabilities and in the ones of the team
- Stronger ability of taking competent risk as a whole
- Respect for the effort of others
- Reciprocal wish to provide support under stress
- Better goal-setting and acceptance of mutual control for the shared goal

Leadership Workshop



TARGET GROUP

Team leaders and upper management

GOALS

To **understand what leadership styles** work under uncertainty and pressure and to train them

To enable participants to **understand and manage patterns in chaos**

To empower leaders to **get the best creative and problem solving work** from their teams

KEY OUTCOMES

- Practical understanding of the effects of different leadership styles
- Heightened communication skills for leadership
- Practical creativity and problem solving skills
- Ability to maintain a higher team engagement when facing uncertainty
- Environment and team awareness
- Strategically adapting your leadership style depending on conditions
- Ability to build your team's trust in you and to maintain it under pressure
- Ability to delegate leadership and regain it

Examples of modules



AWARENESS

Understanding and addressing the team's needs in complex situations

MOTIVATION AND TRUST

Engaging and motivating teammates, creating mutual support

EMOTIONAL INTELLIGENCE

Leading emotionally, reading emotional states

CREATIVITY

Better and more creative ideas, faster problem solving and innovation

CONFLICT MANAGEMENT

Constructive arguing, working in agreement, escalation prevention

STRESS MANAGEMENT

Understanding patterns in chaos and developing resilience

References

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CHARITÉ
UNIVERSITÄTSMEDIZIN BERLIN



GTEC | German Tech
Entrepreneurship Center



IED
Istituto Europeo di Design

HAWK HOCHSCHULE
FÜR ANGEWANDTE WISSENSCHAFT UND KUNST
Hildesheim/Holzminde/Göttingen



TAM Akademie

► Berlin
Startup
Consulting

About me



I have been working in and heading 7-figure business and policy projects at European level for a large part of my career. I have also been improvising at a professional level for 5 years and have studied with several top-level schools (UCB, David Razowsky, ComedySportz).

I exploit contact points between these realities and use them to transfer skills between them.

I am the author of two books:

- *"Effective Decision-Making: how to make better decisions under uncertainty and pressure"*
- *"Writing Proposals: A Handbook of What Makes Your Project Right For Funding"*

Contacts



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