



When the pieces don't quite fit...

Reorient your team's performance with solutions from CornerPiece

Business going well? You know it can be better. If you cannot put your finger on a subtle management challenge, business can stall while you wonder what to do.

When you are frustrated because your day involves sorting out problems others should solve, get your team focused by measuring what matters with CornerPiece. When you measure what is really key to your success, you get fresh insight and perspective, put a new frame around challenges and quickly reveal effective solutions.

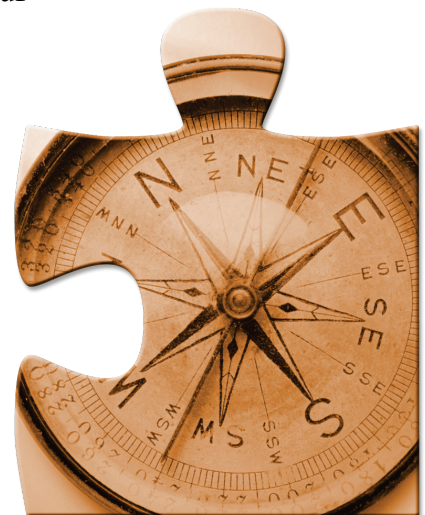
Making the Pieces Fit

In today's competitive business environment, a company typically comes to CornerPiece when it wants to invest in its people and take their organisation and team to the next level. Perhaps a long-time employee who is great with the substance and tools of the business has been promoted to management, and is struggling to effectively lead—creating concerns that the newly promoted manager does not know how to communicate, delegate or build a team. That's where CornerPiece come in. The client company gets on with its business while CornerPiece goes about the business of developing great managers.

“This program has been fantastic for our organisation and people. We could see immediate results. Participants worked on organizational specific projects, found significant improvements to the way we operate and created cost savings.”

CFO

International distribution company





CornerPiece clients often express surprise at the **speed and breadth of the positive impact that CornerPiece makes on the bottom line.** Our unique perspective lets us see ways to improve the bottom line that you might not. CornerPiece facilitators have all been operational managers responsible for budgets exceeding a million dollars. This background enables them to bring a business perspective to every training and development engagement. This often results in a fresh approach not only to human issues, but to the business itself.

You can rely on traditional financial measures—such as revenue, sales, margin, balance sheets, profit and loss—to reveal problems. However, they rarely point to solutions, which typically come from human factors. We have found that measuring factors like turnover and conflict often reveals what is behind an organisation's productivity problems. Applying measures that matter, revealing hidden problems and identifying solutions—these typically require expert behavioral observation, analysis and judgment.

The CornerPiece team excels in those skills, so we can implement solutions and create change quickly. In more than a few situations, organisation members have transformed their language, communication, outlook, perspective and behaviors with just a day or two of training. This improved effectiveness not only boosts the bottom line, it leaves the organisation empowered to make continuous improvements long after the engagement is concluded.

CornerPiece Training and Development

An engagement with CornerPiece typically centers on a training program individualised for your business. It may include:

- Flexible customised programs, designed to address your organisation's specific needs;
- Diploma programs, in which participants can earn nationally accredited qualifications; or
- Customised leadership and management programs.

If it is time to focus on solutions, give us a call. Find out how effective measures can build bottom-line results.



1300 454 472
www.CornerPiece.com.au