

LEADING AND DELIVERING CHANGE

THE PROGRAMME FOR SUCCESSFUL LEADERS AT ALL LEVELS

*“If you are not leading change, you are not leading anything.
You are just managing the status quo.”*



Leading change is the business critical skill for leaders at all levels of an organisation.

Change is inevitable. Successful change isn't. 88% of change initiatives fail to deliver.

Leaders not only have to embrace change themselves, they also have to lead their people to embrace change - and deliver. However, 7 out of 8 leaders are not equipped to succeed.

Equip your leaders with the toolset and approach they need to lead and deliver successful and sustainable change.

Rated 4.5+ out of 5 (Global fund manager leaders) **9.3 out of 10** (Henley Business School clients)

The Programme includes:

‘Leading Change’ workshop: an acclaimed interactive learning experience that can be run in 1 or 2 day versions – for leadership teams or individual leaders at all levels of your organisation. It was the most popular and over-subscribed workshop of The Henley Partnership’s 2019 calendar.

‘Delivering Change’ component embeds the learnings from the workshop and enables the leader to deliver. It consists of:

- Change Plan Template
- 1:1 coaching calls
- ‘Delivering Change’ workshop where each leader presents their Change Plan to their peers to receive and provide constructive feedback

Content includes:
Change is inevitable
Change in your business
Why change fails
Essential ingredients to successful change
How we react to change
Overcoming our personal barriers to change
Change leadership
Culture change
Your Change Plan

Multimedia Support – videos, pdfs, articles and templates for pre and post workshops

12 month’s membership to the Institute of Leadership & Management’s MyLeadership Portal

“Perfect timing given the change we are embarking upon”, “Love The Change Matrix”, “Love the energy”, “Engaging, insightful and oh so relevant.”

Every delegate receives a copy of Campbell Macpherson’s 2018 Business Book of the Year, ‘The Change Catalyst’ (Wiley 2017), and a copy of his next book, ‘The Power to Change’, to be published by Kogan Page worldwide in June 2020.



Campbell Macpherson is an international business advisor, keynote speaker, facilitator, NED and award-winning author.

His book, 'The Change Catalyst' (Wiley 2017), won the leadership category at the 2018 Business Book Awards as well as the coveted title of '2018 Business Book of the Year'.

He is also an executive fellow of the Henley Business School.

For more than 25 years, Campbell has been helping CEOs and leadership teams align to a clear strategy, build enabling cultures and achieve one of the most difficult assignments in the world of business – the leadership of successful and sustainable change.

*Only your people can deliver your strategy.
Only your people can deliver the change your business requires.*

His experience has included:

- Senior Adviser to the investment committee of one of the world's largest Sovereign Wealth Funds.
- Leading Change, Delivering Change & Embracing Change programmes for a leading global fund manager
- Strategy clarification for a pensions platform and a general insurer
- Enabling the leadership of the UK's largest investment platform to clarify its strategy and align its organisation to deliver.
- Assisting the leadership teams of numerous firms with strategic change and building extraordinary leadership teams
- Creating the UK's largest IFA network (Sesame) out of the 5 networks that its parent had acquired – 1000 people and £400m turnover
- Assisting US insure-tech leader, iPipeline, enter the UK market through an acquisition of Assureweb
- Establishment of two new highly successful businesses for IFDS
- Enabling CEO of a family-run BP-branded forecourt business, enabling the owner to double revenues to \$50m, triple profits and sell
- Keynote speeches and Leading Change workshops for numerous organisations world-wide – NY, London, Vegas, Singapore, Nice, ...

Campbell has also been a board member and senior executive of several national and multi-national organisations including:

- NED, Excursions Ltd
- Founding HR Director and Board Director, Sesame
- Strategy Director, Zurich Global Life Emerging Markets, Zurich International Life and Openwork
- Founding Marketing Director, Virgin Wines
- Head of eBusiness, AMP Group UK
- Founder of Australian multimedia pioneer, InterMark
- Officer Trainee and (shocking) pilot - RAAF

Details of Campbell's experience, writing and speaking can be found at www.changeandstrategy.com.

Campbell Macpherson

*Business Advisor, Speaker,
Lecturer, Author, NED and
Change Catalyst.*



Henley Business School,
iPipeline, Invesco, A Plan,
Endsleigh, Mazars, Police
College, Concentra, Insight
Invest, Uponor, James Hay,
IFSWF, M&A Advisor, Bibby
Group, FS Forum, SJP, FS
Forum, LMA, ILM

Senior Adviser, ADIA

IFDS, Aviva, IPF, Friends
Life, iPipeline, CAF,
Cofunds, Gocompare,
Centaur, ...

Director, BP Northbound

Strategy Director,
Zurich Global Life EM, ZIS
& Openwork

Board & HR Director,
Sesame (IFA Network)

Strategic Change & OD:
Misys, BBC, Capital Radio,
Telewest, Sesame

Marketing Director: Virgin
Wines, Smartlogik,
BrightStation

Head of eBusiness, AMP

Snr Mgr, Change,
Andersen Consulting, AMP

CEO & Founder, InterMark
Multimedia

Sales Manager, Ultimate
Computers & NCR

Mgt Trainee,
Hawker Pacific

Officer & Pilot Trainee,
RAAF Academy