



THE PACIFIC  
INSTITUTE®

From potential to performance

# INVESTMENT IN PERSONAL EXCELLENCE



# Investment in Personal Excellence

September 25-26, 2013

The overwhelmingly positive response to some of Australia's leading business and community leaders to The Pacific Institute's "Investment in Personal Excellence" program has inspired us to offer the program to a select few participants on a first-come-first-serve basis.

The Pacific Institute (TPI) are world leaders in the field of personal mastery, leadership and organisational culture. Central to TPI's approach is to get people at all levels to understand how we think and to equip participants with invaluable tools for thinking and behaving in ways that are more effective, constructive and productive irrespective of our field of endeavor. It is all about raising aspiration levels, awareness about what is possible and the desire and energy to improve our lives, our relationships, our careers, our hobbies and the things that matter most to us. Using tried and tested as well as newly developed cognitive concepts and tools, TPI has achieved enormous success with business, communities, schools, families and individuals.

The program provides participants with the tools to develop personal efficacy, greater levels of accountability and resilience and to inspire aspiration and excellence in others.

Most people intuitively know that organisational culture is a key driver of organisational performance and most believe that leaders, more than any other group in an organisation, have the greatest impact on culture. We would like to share with you some of the considerable body of evidence that now supports this thinking.

The Pacific Institute's research into what makes for sustainable change to leadership and culture has identified that personal mastery is an essential piece often overlooked. Not only does it enhance the quality and rate of change but it greatly increases the likelihood that change will be lasting.

This is The Pacific Institute's point of difference and has been for over 30 years. We are delighted that it can now be quantified and that we can share it with you.

Over the course of the 2 day "Investment In Personal Excellence" workshop we will provide participants with a toolkit to help them build their capacity and skills for leading in an environment of change.

The cost of the workshop is \$990 per participant which includes an "Investment in Personal Excellence" personal learning pack, an experienced course facilitator, all learning materials and handouts and morning and afternoon tea.

## **A personal and interpersonal growth experience based on the world famous "Investment in Excellence"**

### **Day 1 Personal Mastery**

- Building personal efficacy • Optimal thinking styles
- Changing attitudes, beliefs and expectations • Cognitive tools for lasting change

### **Day 2 Interpersonal Mastery**

- Building interpersonal efficacy • Motivating self and others
- Creating aspiration and accountability around you • Believing in others



# Detailed Workshop Outline

## UNIT 1 MAKING THINGS HAPPEN

You are introduced to some information about the way we think and how that determines how much of our potential we currently develop.

- Scotoma • Self-Efficacy • Locus of control

## UNIT 2 WHAT IS THE TRUTH?

In order to increase our potential we need to understand the power of the beliefs we hold about ourselves.

- Beliefs • Cognitive dissonance and Self-Fulfilling Prophecy

## UNIT 3 HOW OUR MIND WORKS

It is important to understand the incredible way our mind works and filters information so that we may fully maximise our potential.

- Conscious • Sub-Conscious • Creative Sub-Conscious • GI-GO

## UNIT 4 HOLDING US BACK

There is very little in our lives that is not governed by our habits and attitudes. What makes us truly effective is the application of our skills and knowledge in strange, unusual or difficult circumstances.

- Habits and Attitudes • Comfort Zones - personal and environmental

## UNIT 5 THE IMPACT OF SELF-TALK

The way we talk to ourselves regulates the quality of our life. It is important to develop optimism in ourselves and in people around us because research has shown that optimists tend to do better in many areas of their lives than pessimists.

- Optimism • Pessimism • Self-talk • Giving Sanction •  $I \times V=R$

## UNIT 6 SELF-ESTEEM

Self-Esteem is developable, we are not born with high or low self-esteem.

- Self-Esteem • Humility

## UNIT 7 FOCUSING ON WHAT WE WANT

An underlying principle of human behaviour is that we think in pictures. We are therefore drawn towards the picture(s) that we hold uppermost in our mind. One of the keys to bringing about personal and organisational improvement is to change the pictures of excellence or dominant images that exist in the minds of individuals and organisations. Once a goal is set it stimulates our awareness of information, tools and resources that we had not been conscious of before.

- Goal-setting through • RAS • Gestalt • Current Reality • Vision • Visualisation • Teleological nature
- Feedback • Assimilation

## UNIT 8 SELF-IMAGE AND PERFORMANCE

Our self-images, of which we have hundreds, control every aspect of our lives.

- Success cycle - Self-Talk • Self-Image • Performance • Self-Regulation

## UNIT 9 CREATING FUTURE MEMORY

The technique of writing out our goals in the form of affirmations is explained.

- Affirmations • 11 Step Process

## UNIT 10 MOTIVATION

Everything we do, or don't do, in life is driven by some form of motivation.

- Coercive motivation • Constructive motivation

## UNIT 11 LIVING A PURPOSEFUL LIFE

It is essential for our development and growth that we as individuals define our own philosophy for our lives.

- Levels of Happiness

## UNIT 12 PYGMALION

A strong clear image that one person has of another, which leads the other person to become like that image.

- Pygmalion • Affirmations • Wizards



# Registration Form

## Investment in Personal Excellence

**Date:** 25-26 Sept 2013  
**Time:** 9.00am - 5.00pm  
**Location:** Institute of Chartered Accountants Australia  
Conference Centre, 33 Erskine Street  
Sydney  
**Price:** \$990 (inc GST)

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

### Payment

Mastercard     Visa     Please Invoice

Card Number                 Expiry Date  /

Amount Paid  Signature

Name   
*(please print)*

**Email to:** [tpiaust@pacificinstitute.com.au](mailto:tpiaust@pacificinstitute.com.au) **Fax to:** (08) 9321 2150  
**or Mail to:** The Pacific Institute, PO Box 7786, Cloisters Square WA 6850

