

# CERTIFICATION FOR PERTH CONSULTANTS ADVANCED SYLLABUS

Training syllabus for the Perth Leadership Outcome Model, its associated psychometric assessments, and how to implement it with individuals and teams in companies and organizations

# PERTH CERTIFICATION TRAINING ONE WEEK COURSE SCHEDULE

## Summary

Perth's mission is to increase the levels of business acumen and awareness of their financial impact amongst managers and executives. It aims to fill a gap in leadership training so that both current and future leaders are aware of the behavioral factors underlying their own financial performance and impact and the influence of these factors on the market value of a company.

Perth believes that if managers are taught to think in this new way, they will be able to avoid the types of financial crises we have recently seen because of their awareness of the behavioral factors underlying financial performance and financial phenomena. Perth's work forms a part of the emerging disciplines of behavioral economics and finance and Perth's mission is to leverage the insights from these disciplines in the area of leadership assessment and development.

Our certification training is designed for experienced consultants who wish to introduce these new and unique concepts into their own courses for managers and executives. The course is comprehensive and sophisticated. No special financial knowledge is required but it will be assumed that participants are familiar with financial statements and their use.

This training session is Advanced Training for consultants who have completed the Core training module of the Perth model. It provides an advanced level of knowledge to allow consultants to conduct advanced training for the most senior levels of executives.

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## PERTH CERTIFICATION TRAINING ONE WEEK COURSE SCHEDULE

### Day 1      **Business Strategy and Behavioral Finance**

Introduction	Course Review	8.30- 9.00 am
Session 1	Financial Mission & Industry Evolution	9.00-10.00 am
WG1	Competitive Positioning	10.00-10.30 am
Break		10.30-10.45 am
Session 2	Financial Mission and Business Strategy	10.45-11.15 am
WG2	Developing Management Techniques	11.15-11.45 am
Session 3	Behavioral Finance in Management	11.45-12.15 pm
Lunch		12.15-1.15 pm
Session 4	Maximizing Financial Performance	1.15-1.45 pm
WG3	Assessments Walkthrough	1.45-2.15 pm
Break		2.15-2.30 pm
WG4	Financial Mission Workbook	2.30-3.30 pm
WG5	FinSim Assessment Reports	3.30-4.00 pm
Review	Review Session	4.00-4.30 pm

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### Day 2 Perth Programs

Review	Review Session	8.30-9.00 am
Session 5	Programs Overview	9.00-9.30 am
Session 6	Implementing an Individual Program	9.30-10.00 am
Break		10.00-10.15 am
Session 7	Team Financial Program Case Study	10.15-11.00 am
Session 8	PLOM Pricing and Sales Issues	11.00-11.30 am
Review	Course Review	11.30-12.00 pm