

# **CERTIFICATION FOR PERTH CONSULTANTS CORE 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 the Core Syllabus for prospective consultants with no prior knowledge of the Perth model. It provides a level of knowledge sufficient to allow trainees to interpret our assessments and to conduct training sessions in the perth Leadership Outcome Model (PLOM).

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## PERTH CERTIFICATION TRAINING ONE WEEK COURSE SCHEDULE

### **Day 1      Financial Signature® & Leadership Cockpit®**

WG1	Buying Mission	8.30-9.00 am
Session 1	Financial Signatures and Missions	9.00-9.45 am
Break		9.45-10.00 am
WG2	Composite Analysis of FOA Results	10.00-10.30 am
Session 2	Organizational Impact of Financial Signature	10.30-11.00 am
Break		11.00-11.15 am
Session 3	Are there Good and Bad Financial Signatures?	11.15-11.45 am
WG3	Analysis of Corporate FOA Results	11.45-12.30 pm
Lunch and Assessments		12.30-1.30 pm
Session 4	Valuation and Financial Mission	1.30-2.00 pm
WG4	Valuation Impact of the CEO	2.00-2.30 pm
Break		2.30-2.45 pm
WG5	Starting a Company	2.30-3.00 pm
Session 1	The Components of Leadership Outcome	3.00-3.30 pm
WG6	External Signals of CEO Dysfunction	3.30-4.00 pm
Session 2	The Sixteen Leadership Outcome Types	4.00-4.45 pm
Review	Review Session	4.45-5.15 pm

## PERTH CERTIFICATION TRAINING ONE WEEK COURSE SCHEDULE

### Day 2      **Financial Mission & Leadership Performance**

Review	Review Session	8.30-9.00 am
WG7	Composite Group Analysis of EXOA	9.00-9.30 am
Session 3	Identifying Financial Mission	9.30-10.00 am
Break		10.00-10.15 am
Session 4	Partnerships and Teams	10.15-10.45 am
WG8	Analyze a Public Company CEO	10.45-11.15 am
WG9	Analysis of EXOA Intensity Results	11.15-11.45 am
Session 5	Changing Financial Mission Performance	11.45-12.15 pm
Final Session	Review Session	12.15-1.00 pm