

Custom Solutions



MELBOURNE
BUSINESS
SCHOOL

Helping organisations innovate,
transform and succeed



GLOBAL. BUSINESS. LEADERS.

AUSTRALIA'S BEST **BUSINESS SCHOOL**

Ranked number one in Australia by the *Financial Times*, Melbourne Business School is the country's leading provider of business education and insight.

With offices in Sydney, Kuala Lumpur and Melbourne, we work with a diverse range of private, public and not-for-profit organisations to improve their strategy, culture and leadership.



**Ian Harper**

DEAN

MELBOURNE BUSINESS SCHOOL

“The role of a great business school is to help organisations keep up with the pace of change in industry, and make sure they have the skills, knowledge and passion to succeed.”

At Melbourne Business School, we're contemporary in our thinking and purposeful in application. Our passion is helping organisations and individuals achieve their goals through innovative learning solutions.

We were founded by business for business, but we're also grounded in a heritage of rigorous scholarship as part of the University of Melbourne. That gives us the dual strengths of real-world practicality as well as academic credibility.

HOW WE HELP

OUR IMPACT IN 2018



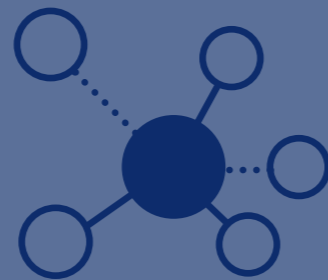
76
ORGANISATIONS



188
PROGRAMS



2500+
PARTICIPANTS



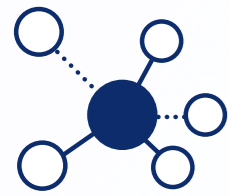
TRANSFORMATIVE
**ORGANISATIONAL
CHANGE**



LEADERSHIP
**AND CAPABILITY
DEVELOPMENT**



CREATION OF A
**LEARNING
CULTURE**



TRANSFORMATIVE ORGANISATIONAL CHANGE

Helping clients organise for complexity

Organisations today face a fast-paced and frequently unpredictable business landscape in which change is a constant. The path to success is no longer straightforward.

We see organisations across all sectors realise that to survive in today's volatile, uncertain, complex and ambiguous environment, they need to be able to choose the best way forward under pressure and help their people "act into the future".

With the exact nature of the future being difficult to determine, we can help your organisation consider multiple possibilities and have the vision, clarity of direction and agility to succeed.

Focusing on the human side of strategy, we help you with the critical conversations needed to solve immediate challenges while also searching for and exploring future opportunities.

We work through cycles of inquiry, reflection and action to bring about transformative organisational change in your context and industry.

WHAT WE PROVIDE:



Strategic planning and facilitation

- Bespoke strategy sessions with academic faculty and industry leaders
- Senior team off-site workshops offering a transformative blend of group process and innovative content
- Facilitation of stakeholder collaboration towards a singular vision



Innovation and creativity

- Business model innovation
- Innovation that requires integration of strategy, marketing, finance, people skills and operations in the creation and application of new ideas
- Help to draw on the collective intelligence, imagination and energy of multi-levelled stakeholders



Culture change

- Large-scale leadership transformation
- Transformative conversations in transformative spaces
- Culture diagnostics and action planning
- Talent assessment frameworks

"Organisations need to move faster than ever to keep up with new challenges around data, thinking machines, strategy and ethics."

Professor Ujwal Kayande

DIRECTOR OF THE CENTRE OF BUSINESS ANALYTICS





LEADERSHIP AND CAPABILITY DEVELOPMENT

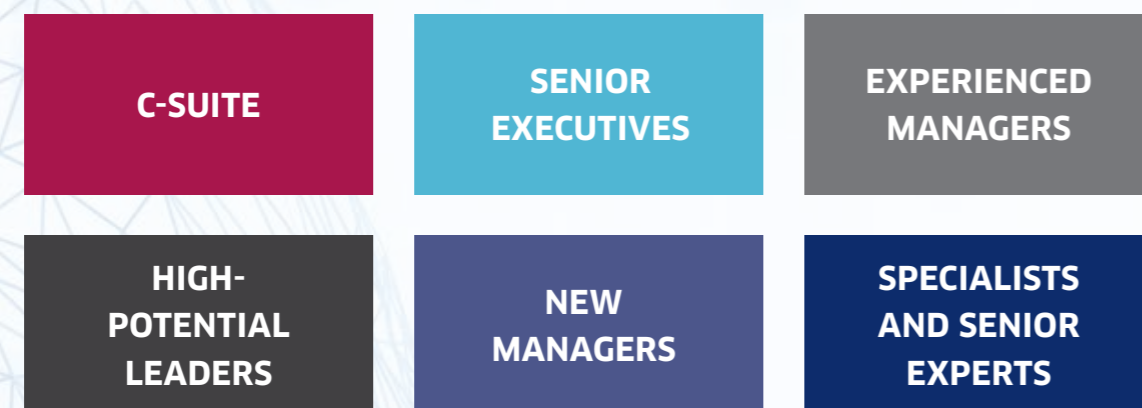
Bespoke learning experiences

We seek to truly understand the challenges and context of the organisations we partner with.

We combine our clients' expertise and vision with cutting-edge thought leadership, industry knowledge and leadership insights to co-create the optimal learning experience for your people.

This approach enables us to meet the needs of individual participants as well as the broader organisation.

We offer bespoke leadership experiences and programs for:



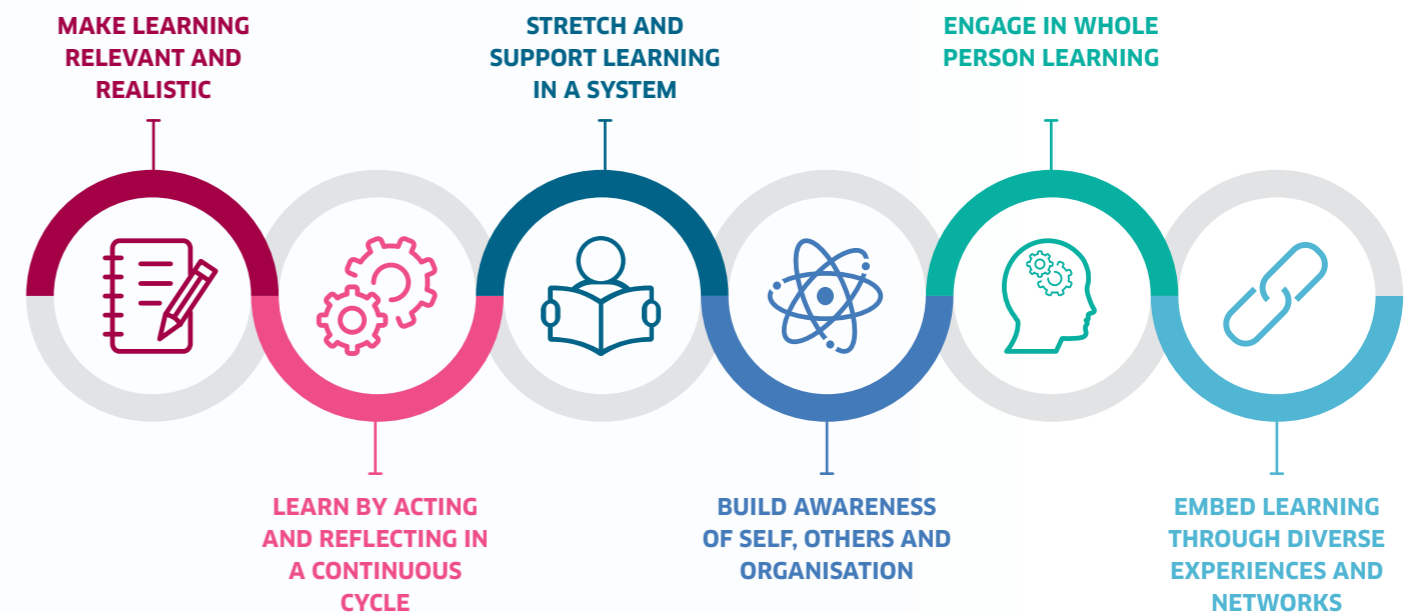
“Melbourne Business School was one of the only organisations that had any way of measuring the impact of their leadership development, so that was a big tick from us.”

Jodie Haydon

GENERAL MANAGER, PEOPLE AND CULTURE

VIVA ENERGY AUSTRALIA

We accelerate learning:





CREATION OF A LEARNING CULTURE

Future-proof your people

The ever-changing, interconnected and complex business landscape in organisations today requires individuals to think, act and do things differently.

The roles and expectations of leaders and managers in organisations are evolving, with the mindsets, motivations and skillsets of individuals in these roles often challenged and in need of development.

To simply keep up, let alone lead, in an environment marked by such significant change, organisations need to harness the full creative and collaborative energies of their teams. The way we regard learning is central to this development.

We offer a range of learning moments that can be structured by your organisational needs or offered to employees "a la carte" as an opportunity for them to create their own learning paths and succeed in the age of acceleration.

WHAT WE PROVIDE:



Short and online courses

Our courses are designed to easily fit into busy working lives and help your people anticipate and adapt today to the changes of tomorrow.



Coaching

Coaching unlocks potential, lifts engagement, maximises the effectiveness of leadership development and boosts the performance of your people to create dynamic and focused organisations.



Accelerator labs

Real-time results and added value right away through practical half and full day workshops.

"The program helped me understand myself more. Managers today need to be much more conscious of how to interact with different people to get the best out of them."

David Large

EXECUTIVE MANAGER OF
COMMERCIAL ANALYSIS AND
DEVELOPMENT

MELBOURNE CRICKET CLUB



WE WORK WITH YOU TO FORM A LEARNING PARTNERSHIP FOCUSED ON CREATING LASTING VALUE

Our custom solutions offer an invigorating learning experience that is both meaningful and actionable. Guided by best practice principles of adult learning, we believe that the most powerful development experiences are grounded in everyday workplace activities. Our blended learning approach accelerates growth and behavioural shift by merging the energetic interaction of in-person experiences with 'anytime, anywhere' convenience of digital learning.

OUR MODEL OF CO-CREATION

ENGAGE

We engage in an **exploratory conversation** to discuss your goals, organisational challenges and **desired outcomes**.

We collaborate and explore through our **discovery and co-design process** to ensure the learning solution is aligned to your identified business needs in your context, culture and environment.

EXPLORE

We deliver a **learning solution** that is aligned to the needs of the individual and organisation. We employ a range of learning and teaching methodologies to enable you to achieve your organisational objectives.

ENABLE

We work with you to **measure the impact** of the solution to ensure it exceeds your expectations.

EXCEED

EMBED

We work with you to **embed the learnings** at both an individual and organisational level to deliver behavioural change.

RECENT PARTNERS



ENGAGE WITH US

We are a leading provider of learning and development solutions across the Asia Pacific region that help clients address their business challenges. We approach each client engagement as a lasting, mutually productive relationship, not an isolated educational transition. Through deep thinking and high impact results, partnering with us today will drive your organisation tomorrow.

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Professor Jill Klein

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