



Active Business Learning
in 18 countries

- Personal
- Team
- Organisational

Ten Things You'll Love About Professional Services Today

- 1. A Model for Your Business** - PST is a powerful business simulation with a difference. The powerhouse engine behind the PST board is a sophisticated model emulating how all people service businesses work. This engine provides a platform on which we jointly construct the interventions, exercises and models to meet the precise needs and drivers to parallel your business.
- 2. Use Your Own Profit Drivers and Inhibitors** - the flexibility provided by the platform is such that PST can emphasise and illustrate the all of the key profitability levers in your business. Participants will leave the program knowing just how to best impact your profits through their own actions.
- 3. Safe Learning Environment** - Because PST parallels your business, but at the same time is not your business, it creates a safe learning environment for participants to experiment, make mistakes and modify behaviour without the dramas inherent in learning on-the-job!
- 4. Breadth of Learning Outcomes** - As a functioning model of a people services business, PST is a powerful and multidimensional tool that can be used to cover your choice of learning outcomes whether they be in the Business Acumen, Leadership, Managing Change, Financial Literacy or Creating Enterprise Value fields, just to name a few. Whatever the management models you use in your business, they can be seamlessly and cohesively introduced into, and illustrated in, the PST simulation.
- 5. The Complexity** - PST has more than enough to stretch any participant. Your people service business will have almost all of the complexity of a product based business plus the added issue of keeping and nurturing the good staff that directly produce your income. PST mirrors this real life complexity superbly.
- 6. Speed of Delivery** - We can now deliver a very high value program that runs cohesively and comprehensively in 2 days. Give us 3 days and the results will astound you.
- 7. Flexibility of Delivery** - You haven't got 2 full days? We can be very flexible with timing and, for example, run with a short evening introduction, followed by a long day and then a half day. This means we can fit into most conference style events too.
- 8. Phased Delivery** - The 2 (or 3) days do not have to be consecutive, indeed there are advantages in giving participants time to integrate learnings. The 2 or 3 days can be up to a month apart.
- 9. Guaranteed Satisfaction** - Or you pay nothing. Each program comes with a 100% no quibble guarantee of satisfaction
- 10. Great Client Feedback** - *"This year was an even greater learning experience. The evaluation forms also show this - 4 and 5 out of maximum of 5! and positive comments. Great job - thanks again John."* This is high praise indeed from a perfectionist client.