



**LEAD**  
PROFESSIONAL  
DEVELOPMENT  
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INC



# Key Concepts in Cultivating an 'OUTCOMES FOCUSED' Work Place Culture©

An outcomes focus does not start by asking "What can we do?" or "how much money do we have?" or even "Where is it needed? Instead we ask:

"What do we want to achieve?".

This is the underpinning force that drives an outcomes approach.

So, you have your contract signed and sealed, DEX is set up, your Program Logic developed, all ready to go— but—are your staff ready to embrace these changes, or are they just along for the ride? You CAN cultivate the desired workplace culture that will support the transition to being an 'outcomes focused' organisation.

This short Online Workshop will cover off the key concepts and provide some practical strategies that will help your team to grow and flourish in the TEI space.

## Learning Outcomes:

- Increased knowledge of the 'outcomes' approach;
- Increased knowledge of workplace culture; and
- Increased understanding of how workplace culture can influence behaviours.

**Facilitator :** Kerry Palejs has held Leadership roles locally, nationally, and internationally in the not-for-profit sector. She has a Masters in Business Leadership, Graduate Diploma in Business Development and a Degree in Adult Education. Kerry has been LEAD's CEO for the past four years, and has more recently been subcontracted by NCOSS as part of the TEI Sector Assistance team to support organisations to develop their Program Logics.



**Date:** Tuesday  
22 June 2021

**Time:** 9:30am - 12:30pm

Sessions will open 10 minutes before to enable you to test your audio & visual settings.

**Modality**  
Online via Zoom

**Facilitator:** Kerry Palejs

**Cost:**  
Members: \$44.00  
Non-Members: \$60.50  
**(GST Inclusive)**

**Contact:** LEAD (02) 9620 6172  
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**Event Code:** WS2191

**Event Level:**  
Intermediate

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**Places are limited so  
please register early.**