

## **Get Ahead of the Curve: Diagnose, Resolve and Reduce People Problems Using the Waterline Model**

How most managers handle people problems in their company: dive deep into the organization and fire the 'problem individual'. Why we are often wrong: 80 % of the problems in organizations are caused by structural challenges such as confusion around roles, goals, responsibilities. Only 20% of challenges are due to 'problem people'.

The 'Waterline Model' is a diagnostic tool that helps you ask the right questions when faced with people challenges. During this hands-on, interactive workshop, you will apply the Waterline Model to a specific personnel challenge in your company. You will work through the challenge using a systematic step-by-step methodology. This workshop will help you to:

- Get to the root cause of your challenge by forcing you to ask the right questions to determine the source of the problem,
- Develop an action plan, and
- Give you a tool and framework to help prevent future issues

### **Length:**

2 ½ hours

### **About Redpoint Succession and Leadership Coaching**

Redpoint helps business leaders achieve lasting, positive change for themselves and their businesses. Founders Lauren Owen and Urs Koenig are skilled and entertaining speakers who bring decades of experience and deep knowledge of proven leadership strategies to guide business owners, founders and successful executives in the corporate and not-for-profit world.