

The Careers Workshop includes a choice of practitioner led workshops. You will be asked to select your first and second choice of workshop when you make your booking. You will find workshop outlines and practitioner bios below.

On arrival on 23 March, you will be able to select which structured networking session you would like to join (titles can be found on our covering email).

[Book your place on the Career Workshop >](#)

### Achieving your career ambitions during transitions

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Understand the three important stages of managing and achieving your professional goals during career transitions. Learn how to reassess your current career situation, recalibrate your ambitions, and relaunch your personal brand in a way that supports your ambitions. By the end of this session, you'll also outline a concrete action plan to maximise your chances of opening up the next chapter of your career.



**Joseph Liu**  
**Independent practitioner**

Joseph is dedicated to helping professionals bravely relaunch their careers.

As a public speaker, career consultant, and podcast host, Joseph helps professionals define and market their personal brands more effectively during times of career transition, applying branding and marketing principles from his 10 years of international brand management experiences at companies in the US & UK.

Joseph has served as a TEDx [speaker](#) and been featured in Forbes, Fast Company, and Glassdoor. He hosts the Career Relaunch® podcast featuring inspiring stories of career change with listeners in 169 countries.



## Coaching as a leader

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Coaching is a leadership style, that when leveraged at the right time and within the right context, will enable you to engage and develop those you lead more fully. How you choose to flex your coaching style is critical in shaping your team climate and success.

### In this workshop you will:

- Understand what coaching is and what it's not.
- Know what the benefits of coaching are as a leader.
- Know when to choose a coaching approach over other leadership styles.
- Practically explore how to have a coaching conversation.
- Build an understanding of the pre-requisites required to develop a coaching culture.



**Ryan Sharman**  
**Cambridge Judge Business School**

Ryan is Head of Career Development at CJBS and leads the design and delivery of the career development curriculum. He has worked in the field of executive leadership development for more than 15 years, coaching senior business leaders across the globe within the private, public and not for profit sectors.

Ryan is an accredited executive coach, holding Global Individual Accreditation (EIA) and Professional Designation at Senior Practitioner level with the European Mentoring and Coaching Council (EMCC). He is an executive coaching supervisor, having qualified with the Coaching Supervision Academy (CSA).

Ryan is passionate about helping leaders develop their unique coaching skillset within their individual leadership contexts. Leveraging his experience as an Institute of Leadership and Management (ILM) Centre Manager and shaping coaching culture in a variety of organisational settings, Ryan has established himself as an expert contributor within the coaching and mentoring field.

## Managing Upwards

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How to make progress through influencing your manager, managing upwards is the skill involved in influencing your manager. And it is a skill that is required in any job role. It is not arrogant or presumptuous. It is not a sign that you think your manager is weak or incompetent. It is taking the initiative to manage your relationship with your manager. This is an ongoing process, not a one-off action. It is also taking steps to influence their views of your work. And it is about supporting your manager, who should also support you. In this session, we will explore the skills, attitudes and practical strategies that will allow you to effectively manage upwards.

### In this workshop you will:

- Understand what managing upwards involves and why it's important for career development.
- Appreciate the preparation and mindset required for effectively managing upwards.
- Identify practical actions they can take to influence their manager more effectively.



### Antoinette Oglethorpe

Antionette is a multi-award-winning consultant, coach, speaker and author with 25 years' experience as a Learning and Development Director for Accenture, Avanade and FTSE 500 companies.

She speaks at events across the globe on subjects such as the impact of mentoring and the importance of career conversations to engage, keep and develop leaders, among other talent development topics.

She is a Chartered Fellow of the CIPD and a Fellow of the Institute of Leadership and Management. She is also an Associate Member of the Association for Coaching. Antoinette has created unique models, tools and templates to help managers and employees have meaningful conversations about progression and development. These approaches are now being used by the World Health Organisation, NHS and government departments among others.

Her book, *Grow Your Geeks: A Handbook for Developing Leaders in High-Tech Organisations*, achieved number 1 Bestseller status on Amazon in the Leadership and Management category.

## Managing in Tough Times

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Leadership has become more challenging since the arrival of hybrid work and the pandemic simply accelerated and amplified underlying trends in the changing nature of leadership, especially around the challenge of control.

As a result of this session, participants will:

- Agree a working definition of leadership: show that leadership is about what you do, not about your title.
- Understand how leadership has gradually become more complex and challenging over the last 200 years: from IQ (19th century) to IQ plus EQ (20th century) to IQ plus EQ plus \*\*Q in the 21st century.
- Show how the pandemic has accelerated these changes and what we have discovered about the office:
  - it is forgiving of mediocre management and
  - it is a paradise for control freaks In the new world of hybrid work leaders will have to raise their skill levels (all the basic tasks of management are harder when you are remote) and we will have to learn new skills around influence, persuasion, building trust, fighting the right battles etc Joe will run some simple exercises in the session to help attendees discover the answers, on the basis that the discovered truth is always valued more than the revealed truth, and interaction is better than passive listening.



### Jo Owen

Jo is the author of 20 books on leadership and management. His titles have reached over 100 global editions in 23 languages. He is the only person to win the Chartered Management Institute gold award four times for his books, among numerous awards for his works. He has featured on BBC, CNN, CBS, NHK, Forbes, Fortune, Wall Street Journal, Financial Times, The Week. He has been a regular columnist for the Institute of Directors, BNET/CNET, the ICAEW (Institute of Chartered Accountants in England and Wales) and remains a long term columnist for Today's Manager, the Singapore Institute of Management.

Jo practices what he preaches as an author on leadership. Previously a Partner at Accenture he is the founder or co-founder of eight NGOs with a combined turnover of £100 million pa. He has worked with over 100 of the best, and a few of the worst, organisations on our planet.

## Defining your personal vision, mission and values

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As career-minded professionals, we often reflect on skills – and the types of job role and company we'd most like to target. Yet skills are only one part of the career thinking process. How do we bring values and interests into career planning and then transform this awareness into a vision, mission and value set that really sells and aligns entirely with who we are?

A true North Star that helps us make career choices that really line up with our natural gifts and passions. It's not just about what we do, it's about what we believe, why we believe it and how we want to drive the transformation we care about.

This session focuses on how you can define your vision and mission through rich reflection around your values and interests: what's important to us that drives our language, behaviour and attention.

Join Alison Edmonds, experienced executive international careers coach, consultant and social entrepreneur for an interactive and energised session.

### In this workshop you will:

- Identify and shape your passions and interests and how these contribute to your personal vision.
- Develop what matters to you – values – and how these shape your vision.
- Bring your vision together.
- Apply your whole value proposition to create your own personal mission.



### Alison Edmonds

Alison is an executive careers coach with over 20 years' experience working with early-, mid- and late-career professionals. With a background in recruitment her work also includes coaching both MBAs and alumni – both one-to-one and through workshops and webinars.

Currently Head of Career Coaching at The Career Farm, Alison leads on delivery of career development services to business schools such as IESE, University of Leeds, Open University, Vlerick Business School and Bayes Business School.

Previously Director of the full-time MBA careers service at Manchester Business School, Alison led the annual delivery of full career management support and employer presentations on campus for 300 MBAs and 1,000 Masters students studying business programmes. Alison is a natural sciences (biomedical) graduate from the University of Cambridge and has a number of executive coaching and NLP qualifications.