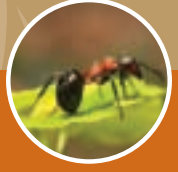




NINE CONVERSATIONS IN LEADERSHIP™

A WORLDSVIEW™ INTERVENTION



WorldsView™ Consulting partners with organisations on transformational journeys

The Power of Alignment through Leadership – in the Insurance Industry

Discovery Healthcare
Petrus Mwale
Billing Services Department

Petros Mwale is a team leader of Billing Services for Discovery Healthcare, heading up the department responsible for collecting premiums from Discovery's members.

*"Participation in the **Nine Conversations in Leadership™** intervention has shown me the importance of aligning my team's activities with those of the whole organisation. Understanding the interconnectedness of all the different areas of the business has given us the power to learn from one another and to work congruently, exchanging vital information to make our working processes so much more effective."*

Petros has been on various management development interventions in recognition of his potential as a leader.

*"The **Nine Conversations in Leadership™** intervention made the most difference to my working day, and the fact that we're working through the intervention with people from other areas in the same organisation has meant that the silos we*

used to encounter have been broken down. Understanding the variety of different responsibilities that we all have, has certainly made us all more effective."

After each conversation, participants are tasked with action projects to implement in the workplace.

Petros has found that the implementation of these projects brought significant change to his working environment as his staff buy in to his new skills by adopting them, rather than being taught by him.

*"This is one of the key benefits of the **Nine Conversations in Leadership™** intervention that I'm seeing."*

*"I am representing my team in this leadership cell and I'm bringing back knowledge and skills that we can all use. I've also realised that leadership is a choice and I'm applying the principles I've learnt in the **Nine Conversations in Leadership™** intervention in a variety of situations, with great results."*

For organisations seeking sustainable, results-orientated leadership development, **Nine Conversations in Leadership™** is an innovative intervention that acts as a catalyst for long-term leadership development throughout the organisation.

Unlike other leadership programmes, the **Nine Conversations in Leadership™** intervention works at the levels of knowledge, values and behaviours to achieve holistic leadership growth.

About Discovery

Discovery offers a wide range of financial services and assurance products to cater for the individual's and family's needs. Discovery is a business about people and believe that their people are their greatest asset.

www.discovery.co.za

WorldsView™ Consulting

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