#### E-LEARNING ENTER TO LEARN - LEAVE TO SERVE

THE PREFERED PROVIDER FOR CUTTING EDGE ONLINE ELEARNING COACHING FROM

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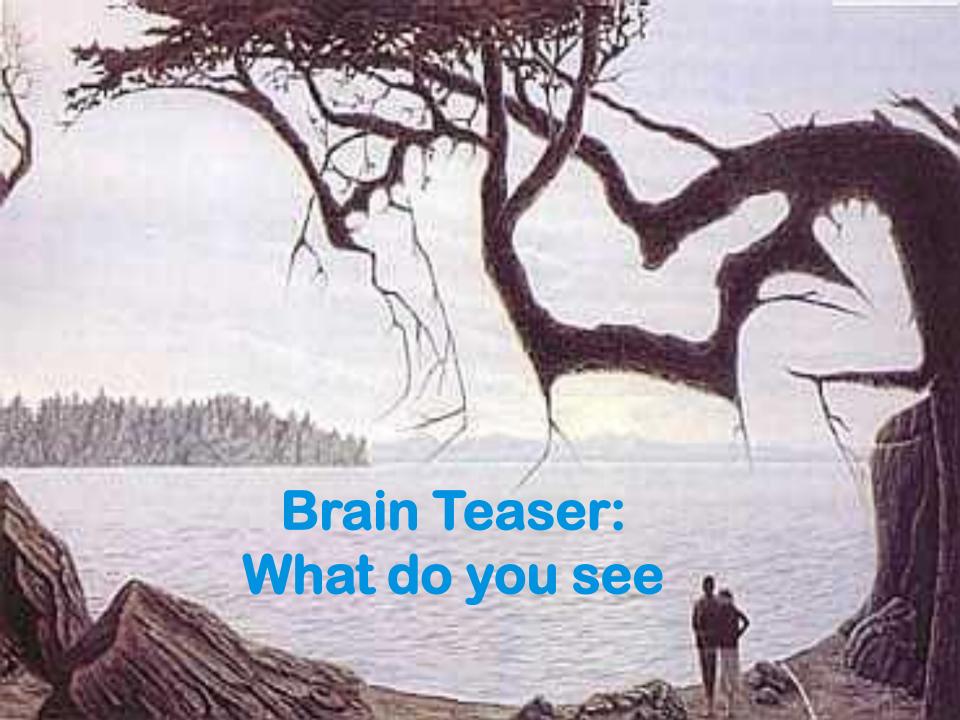


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#### THREE EASY STEPS: HOW TO ENROLL

- 1. Click on the link: https://mariodenton.teachable.com
  - 2. Fill in your email and password
  - 3. Search and select course of your choice under category

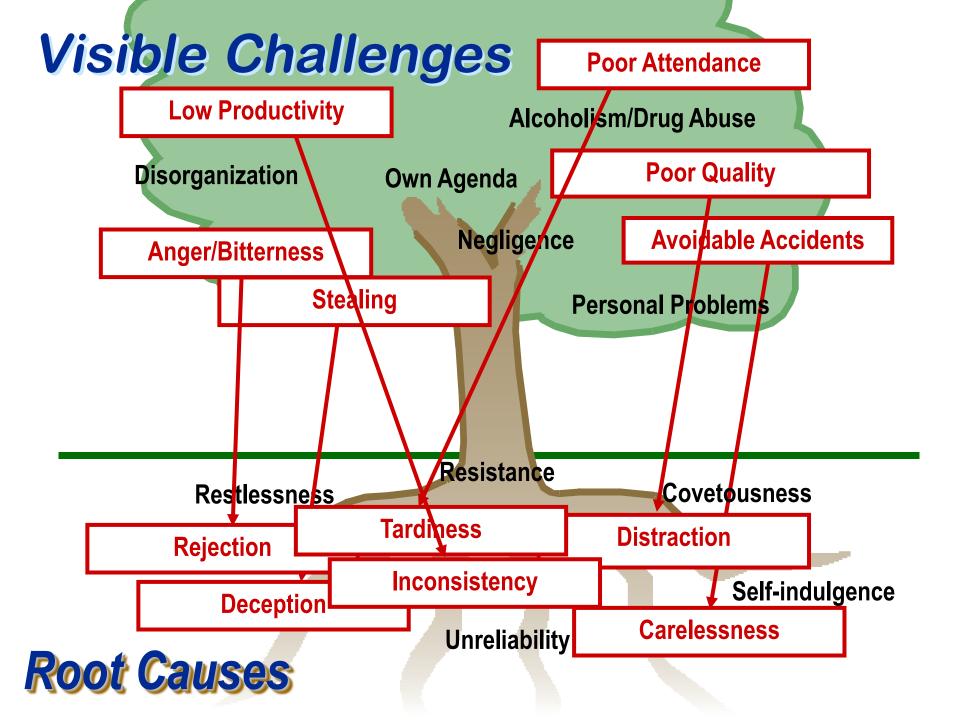


### Core Beliefs: Approaches to learning

- \* Learning is a process, not an event
- \* Learning should address impact
- \* Learning occurs through individual insight

### Core Beliefs: Approaches to learning

- \* Work learning is life learning
- \* Multiple-methods to meet multiple-needs



### Inside-out and outside-in Learning

- Outside-in:
   Information and knowledge are
   imparted from outside of you
- \* Inside-out:

  Development begins by recognising that learners have existing knowledge and cognitive frameworks

### Inside-out and outside-in Learning

	Outside-in learning	Inside-out learning
Pros	Controllable Efficient Predictable	Fosters insight Engagement Personalisation
Cons	Inflexible Tell-oriented Predictable	Unpredictable Takes time
Value	Know it	Live it

## We are picture-oriented

\* If our picture of current reality is brighter and clearer than our picture of the goal we will stick with current reality.

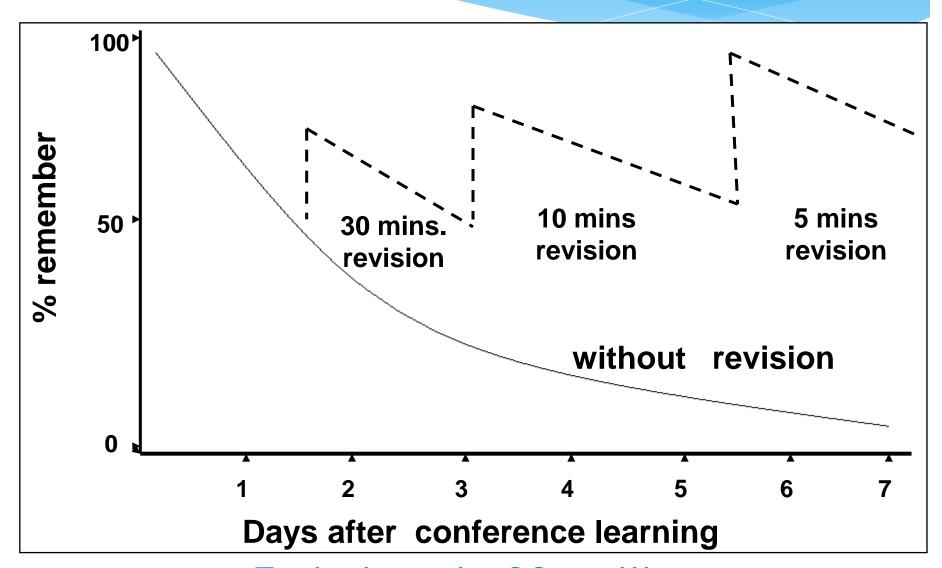


LAT approach	Learn	Apply	Teach others: You learn by teaching others
Focus	Knowledge Understanding	Information Discrete skill	Insight Versatility Reflection
Delivery Timeframe	Extended; many years	Compact: days or weeks	Tied to job/career timeframe; usually months
Outcomes	Broad knowledge expansion	Specific learning outcomes	Performance outcomes Competency development Behaviour change
Process focus	Open-ended exploration	Event	Sequence of activities to a specific development plan
Benefits	Career options	Improved action Immediately observable	Improved job performance Observable over time
Purpose	YOU	GROWTH	MULTIPLICATION

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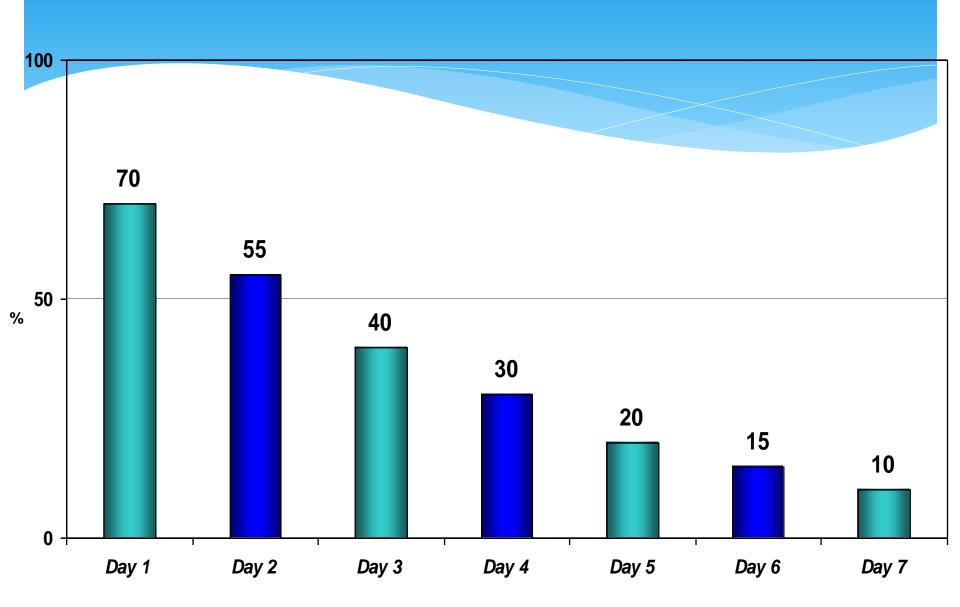
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#### Reinforcing Learning through value added coaching

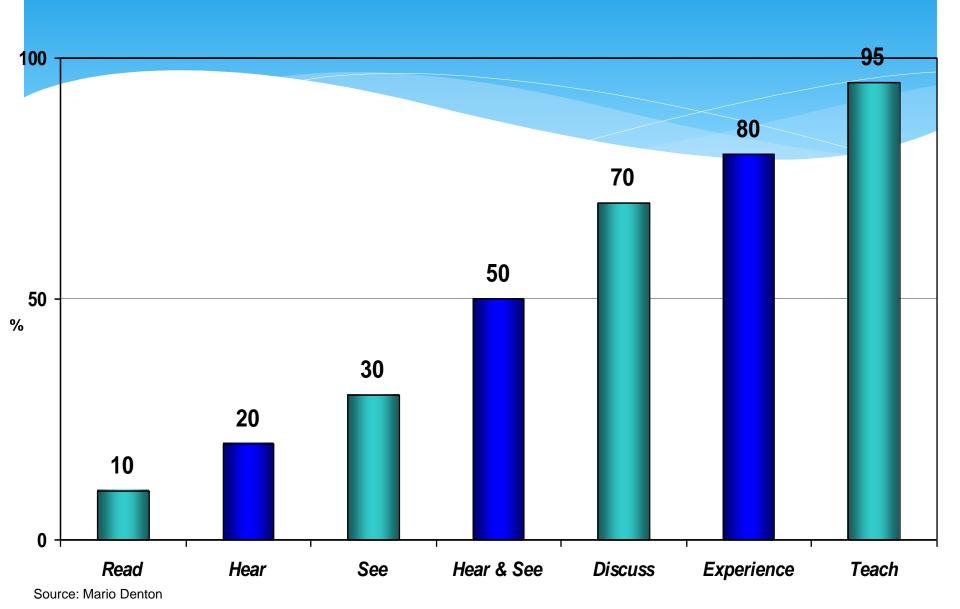


Typical graph of forgetting

# Typical graph of forgetting

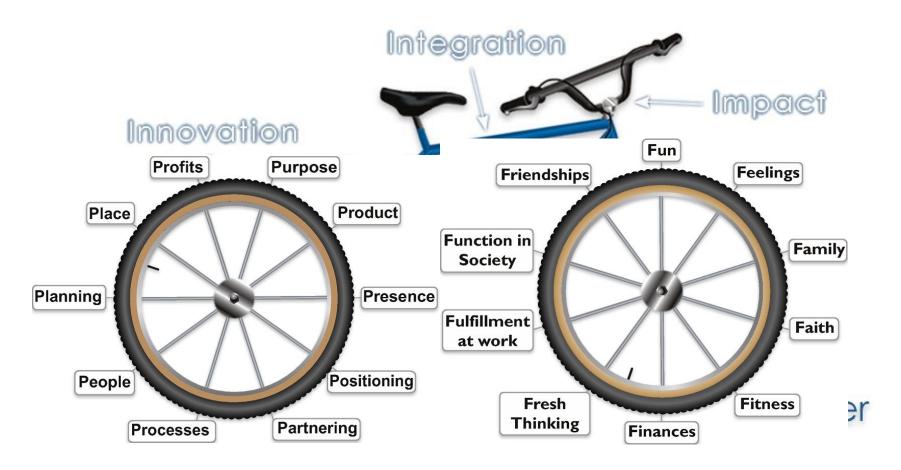


# How do people learn?....

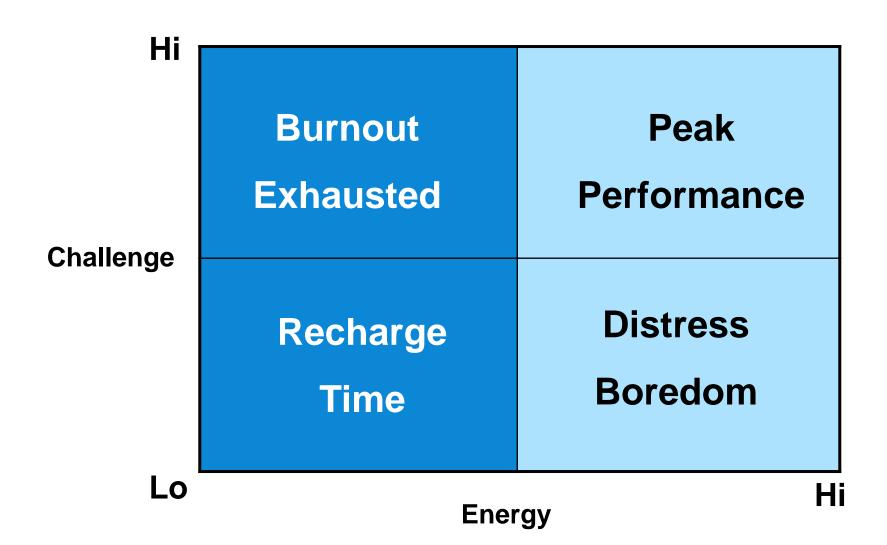


# Before we repurpose a business we must repurpose the leader

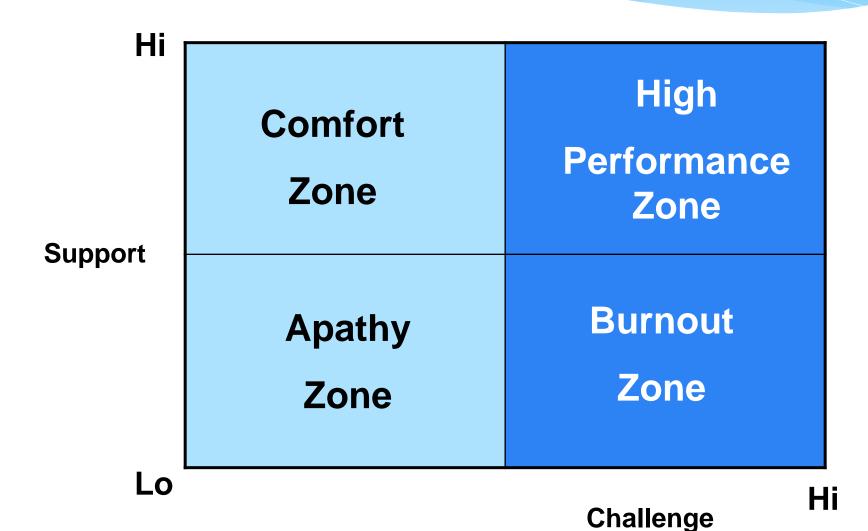
**Source: Brett Johnson** 



#### **BALANCING YOUR ENERGY**



#### **EMPOWERMENT**

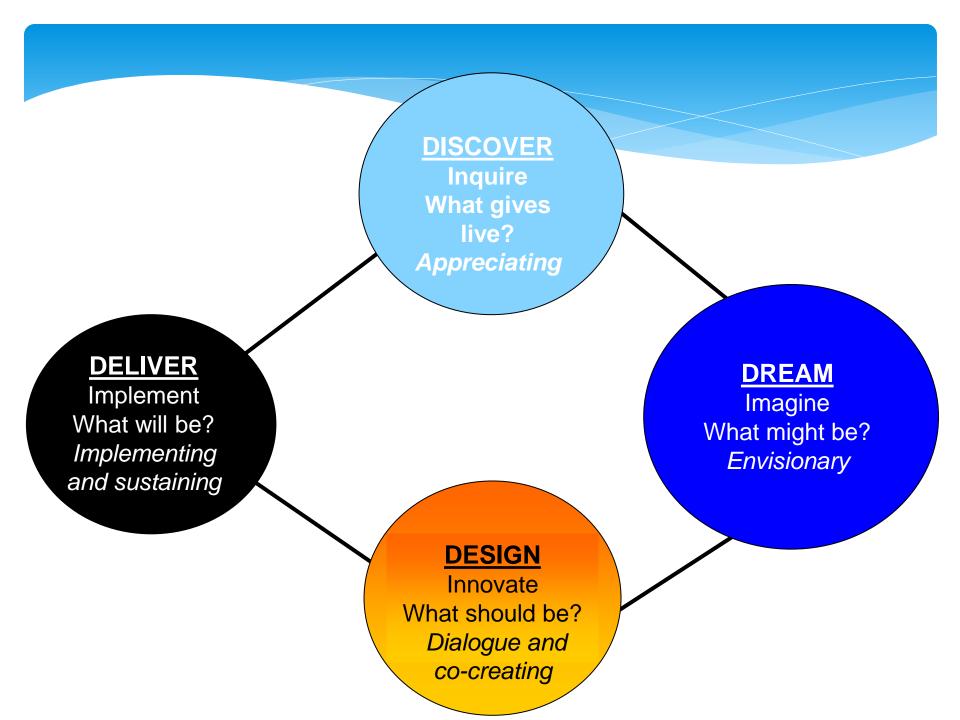


## Crisis



### **DANGER**

HIDDEN OPPORTUNITY



#### Heartbeat ©

```
What is complicating your life right now?
            What keeps you <u>awake</u> (at night)?
            What inspires you/makes you tick?
What are some of the <u>indicators of high vitality</u> in your life?
  What gives your spirit, mind, heart and body energy?
               What are your dreams/ fears?
       What would you like to be <u>remembered</u> for?
              Discuss your unfolding strategy.
      What are the things (top priorities) you need to:
               <u>Let go? Stop? Maintain? Initiate?</u>
     If you could <u>change</u> anything, what would it be?
               (Yourself, team, organisation)
```





Make a difference wherever you go?
Be significant – stand out.
Mario Denton

# **Enter to Learn - Leave to Serve**

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