

ASSESSMENTS AND (ONLINE) COACHING

Organisational excellence

If you have to change something- you have to measure it!

EVOKING EXCELLENCE IN OTHERS



Figure 1: Understanding the conceptual framework of the Performance Excellence

Coaching Model - Adapt, Adopt and Accelerate

This is what we do with passion

It is my dream to help as many people as possible to live a life of excellence and that they radiate from the inside out

No one wants to throw darts in the dark

Especially not when it comes to the success of your business and its employees.

THE DIFFERENT ONLINE COACHING ASSESSMENTS

Just click on the links and let your coaching journey begins

Our Coaching Process: 1 Chemistry check. 2. Discovery and assessment process. 3. Feedback meeting. 4. Action planning. 5. Alignment meeting. 6 Ongoing Coaching. 7. Realignment meeting

- Do your online assessments from home.
- Quick turnaround time and assessment outcome.
- Don't shoot in the dark. Fix the real issues and getting to the roots.
- Full hands-on support- Personal guidance when you need it
- Our comprehensive online assessment service offering you easy instantaneous benefits and online coaching.

How it all works..... Six easy steps

1. Your INVESTMENT will cost you: R 1716,20 (Discovery Health Tariffs).
2. Free: Need analysis discussion and priorities.
3. Select and agree on any 5 assessments.
4. We will invoice you after your final selection of assessments.
5. Weekly heart to heart either life or zoom implementation sessions, so you get all the professional help your situations need.
6. On-going personal guidance when you need it.

Norms for assessment results

FUNCTIONAL AND FLOURISHING	IRRITATING	DAMAGING	TOXIC	DEADLY
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More than 80% Excellent and world-class	Between 70 and 80 % Still very good to good but early signals	Between 60 and 70 % Average to Below average	Between 50 and 60 % Very poor	Less than 50 % Exceptionally Poor
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Are you allowing time for things that matter most to you? Whether it's your family, your friends, your favourite vacation spot, there's much more to your life than work. Take a look at these resources to help sustain a healthy work-life balance.

We have found that most people know what to do in the problem areas of their lives. The difficulty is not that they don't know what to do, **but rather that they have an inability to do what they know!** We know in our minds, but something in the heart blocks us from doing what we know. **So how do you get the Truth from your mind to your heart? Let's start with an assessment**

Few would contest the value of learning—but the simple desire to grow is not enough. You'll need a plan if you want your natural curiosity and drive to translate into new capabilities. Research suggests three elements are key: a defined set of clear, immediate goals; a concrete time frame for meeting them; and a group of people you can turn to for support

Did you realise only 14% of Leadership Development Programmes are considered a success? That was the conclusion from a survey by the American Society for Training and Development (ASTD). Frankly, experience tells me things haven't improved. Leadership Development in organisations is critical if you're going to retain and develop the leaders that are going to take your organisation into the future. Leadership Development are about having leaders in place who can deliver the future vision and goals of the organisation. Job satisfaction and performance are also influenced by three things:

- 1. Ability** - do they have the skills and experience to perform well in their role? Do they have the confidence to take on new responsibilities?
- 2. Motivation** - are they committed to the organisation and the function? Do they want the changes that come with the role e.g., prestige and recognition; advancement and influence; work-life balance; overall job enjoyment etc?
- 3. Opportunity** - is the organisation giving them the opportunity and resources to carry out the role and responsibilities to the level wanted?

See examples below for further coaching and development

S: Please select where you want to focus on

Indecisiveness can be costly in terms of opportunity and our courage. You cannot build a reputation on what you are going to do. Henry Ford

ORGANISATIONAL EXCELLENCE

1	Building Customer Care - Contact with Customers Communicate Something	https://forms.gle/AwDSVvm3KXdMoUkc7
2	Business Unit Efficiency - What Blocks Effectiveness and Efficiency in Your Team?	https://forms.gle/gPiceYmuqHE3JAFH9
3	Customer Service Plus - Raising the Bar of Service Excellence and Productivity	https://forms.gle/d4Rm2cfh2gbiU39D7
4	Developing EQ Leadership - Understand the Role That EQ Plays in Effective Leadership Development and Effectiveness	https://forms.gle/b85uUZ36n3Ny7dyZ6
5	Energy Givers: Part 1- Declarations and Affirmations	https://forms.gle/b5p9G66QDobSrF438
6	Energy Givers: Part 2- Measuring Energy Waisters And Takers	https://forms.gle/RuWsQ7mRWj2q2jv1A
7	Exceptional Execution - measuring leadership, strategy, workforce, operations, results and problem solving	https://forms.gle/ZjFzQcPUtWqvdbXA8
8	Improving Productivity - Look at The Root Causes and Not the Symptoms	https://forms.gle/5Pa2ApxX4ti9Z1EKA
9	Mastering Employee Relations - Break Destructive Habits and Build Strong Relationships.	https://forms.gle/MvqZsXhi3wEh9ETH9
10	Mission, Vision, Structure – Develop the Overall Competitive Strategy.	https://forms.gle/snxXvrH5LCh5tA1MA
11	My Character DNA - Dependable Helper Alertness, Availability, Endurance, Flexibility, Generosity, Hospitality, Joyfulness	https://forms.gle/t3UQDgu1FmBfjEvK9
12	My Character DNA - Harmonious Mediator Attentiveness, Compassion, Deference, Gentleness, Justice, Meekness, Sensitivity	https://forms.gle/jCy879Fi2k3qsBr97

13	My Character DNA - Optimistic Analyzer Boldness, Forgiveness, Obedience, Persuasiveness, Sincerity, Truthfulness,	https://forms.gle/9mC7yv1LwHEo3YaF6
14	My Character DNA - Resourceful Provider Cautiousness, Contentment, Gratefulness, Punctuality, Resourcefulness Thriftiness, Tolerance	https://forms.gle/mu3JfuLYhjsmb2P67
15	My Character DNA - Responsible Finisher Decisiveness, Determination, Humility, Initiative, Loyalty, Orderliness, Responsibility	https://forms.gle/CizZct8u72M1qaMA7
16	My Character DNA - Visionary Dreamer Benevolence, Creativity, Discernment, Discretion, Enthusiasm, Faith, Wisdom	https://forms.gle/rYzgE8gZ2EDJjwWFA
17	My Character DNA - Wise Coach Dependability Diligence, Honour, Patience, Security, Self-Control, Thoroughness	https://forms.gle/anS22ZCXkG3jFyqe7
18	Organisational Effectiveness - A Comprehensive Understanding of The Organisational Priorities and Needs for Development	https://forms.gle/RGsfgy1o7sSNF6pM6
19	Organisational Health - Gain A Holistic View of Organisational Effectiveness	https://forms.gle/8p5UQDov2Nac1Gvt9
20	Performance Appraisal – Don't Allow the Process of Performance Appraisal to Be A Vague, Obscure Process	https://forms.gle/GSFrVikqHM5tWy8a6
21	Problem Solving - Generate Quality Solutions to Problems Involving Creative Thinking and Analytical Thinking.	https://forms.gle/QB7BubcJrsCopEjdA
22	Reputation Management - Proactively Build and Manage Relationships with Its Key Stakeholders.	https://forms.gle/odfGaKt1FYikg1WW8
23	World of Winning: Current Status- Vision, Map, Consumer Focus, Confidence, Standards, Drive, Teamwork, Support and Belonging	https://forms.gle/2eASdMRHd3QL1x8E7
24	World of Winning: Preferred Status	https://forms.gle/eWwSbmJWUKBBE24f9
25	Talent Management: Needs Analysis	https://forms.gle/JCgnMsMEjcXezH2z6
26	Talent Management: Current Organisational Structures	https://forms.gle/4fhcgVkXbzbvojPV7
27	Talent Management: Structural Benchmarking	https://forms.gle/GC4QPCsVvJDxHmpi6
28	Talent Management: The redesign of work	https://forms.gle/5rSKMneUWZqj6E667

29	Talent Management: Career Planning	https://forms.gle/YzKwXtEyh678ZhicZ
30	Talent Management: Training	https://forms.gle/2GWViMPa5eDj9deHA
31	Talent Management: Coaching/Mentorship	https://forms.gle/XkfEnvppZivbWHjB7

Just click on the links and let your coaching Journey begins

FACILITATED BY DR MARIO DENTON

MARIO DENTON (MBA, M. Econ., PhD)

1.**In Africa** They Called Him, The Young One, The One Who Brings the Fire, The Platinum Eagle. the Wisdom Doctor.

2.**On the StrengtsFinder:** He Is Futuristic, Strategic Thinker and Maximiser, Full of ideas and Responsibility

3.**He Always Wants to Be. F.A.T.** (Faithful, Available, And Teachable).

4.**Feedback from His Clients:** When You Worked with Mario, You Will Always Get More Than What You Have Asked For. So, challenge him and ask for more.

5.**His Favourite Bible Verse:** Romans 12:2: Do Not Conform Any Longer to The Pattern of The World, But Be Transformed by The Renewing of Your Mind.

6.**Mario Is Passionate** About the Wellbeing and Development of People and Sees the Untapped Potential in Them.

7.As **Psychologist** Likes to Help People to Discover Their Unique Design.

8.He Is A Passionate and Enthusiastic Advocate of Lifelong Learning, Personal Growth and Development. The study leader of 160 MBA research projects

9.**He Is an Inspiring Action-Directed Business Coach** and Expert in Emotional Intelligence.

10.**His Mission Statement:** I Am Trusting God to Use My Coaching and Assessment Skills to Serve Leaders in Order to Significantly Impact Them in The Areas of Character-Based Leadership, Family and Stewardship. **I am, through Christ who strengthens me, a passionate people management facilitator through purposeful, authentic and stewardship conversations**

11.**Happily Married** For 41 Years with His Covenant Wife, The Wife of His Youth with three sons and four grandchildren.

12.**His Favourite Closing Comments** on TV And Radio: Make A Difference and Let the Rest of Your Life Be the Best Part of Your Life. You Ain 't Seen Nothing Yet. Prayer is the most powerful, cost effective under-utilized management tool. Leadership is about Following Him, serving others and influence the world to make a lasting Kingdom Impact

Master in his study field. He knows where he is going and what he wants to achieve
Available. He is available to serve it be professionally or in friendship
Right standing with God. Loves God and will seek ways to please God and want God's blessings in what he does
Illuminates a servant-leadership character
Observant of what goes on around him. Identifies new ideas and challenges in his surrounding

My 30 second Commercial and Affirmation.

You are great and a unique individual. You are born to do well, to succeed and to bless the lives of others. You have what it takes to be great. You are enthusiastic, optimistic and a change embracer. You are a giver rather than a taker, a hard worker and a happy person. You want to go out and make a difference in others people's lives. In an ocean, full of rumblings and waves, you will be the one who brings stability and will be free and enjoy what you do. Stay humble.

TO GOD ALL THE GLORY

1. **I thrive on it to see how I can help people to discover the best version of themselves.**
2. **It is my dream and my passion to inspire people to live out their God-given potential**
3. **I enjoy inspiring people to discover their redemptive purpose and to encourage them to walk it out**

Mario Denton's Epitaph: Not selfish to share his knowledge and wisdom with others.

CONTACT DETAILS

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