

# GAMAA

# UPDATE

Summer 2006

INSPIRE\*CREATE\*INVEST

Welcome to the Summer 2006 edition of the GAMAA Update.

In this issue of the GAMAA Update we introduce a new feature; the GAMAA Member Profile; our Summer profile is on Day International. We also launch the 2007 GAMAA Leadership Workshop Programme and urge all members to book a place now before they are sold out!

## GAMAA MEMBER PROFILE

Day International has been a member of GAMAA since 2000. Brent Stephens (pictured right), Senior Vice President and Managing Director of Day International talks about being a member of GAMAA:

Membership in GAMAA to a certain degree provides intangible benefits. In addition to the networking opportunities that GAMAA provides for Day, the various task groups have presented personal development opportunities. The Education Task Group has been the most rewarding for me personally and at the same time the programme has developed a cost effective process for Day associates to improve their skills. While we source and use many platforms for development, the GAMAA Workshops have proved a valuable part of this process.



GAMAA has also provided relevant salary survey information. This is important as there are some unique positions in the member companies that are not found in other parts of the industry.

Finally, there is also the fact that GAMAA provides the process for Day to participate in an industry organisation that is about making an impact in Australian print, as suppliers; a position I support both professionally and personally.

Day International is a world leading manufacturer and distributor of highly engineered consumable products and support services.

**ONLY SIX MONTHS TO GO UNTIL PRINTEX '07 OPENS ITS DOORS  
HAVE YOU BOOKED YOUR STAND YET?**

## 2007 LEADERSHIP WORKSHOP PROGRAMME

Don't be left behind, book your place now!

### **Building High Performing Teams 3 – 5 May 2007 - Melbourne**

In today's competitive environment one of the under-developed resources is the potential value high performance teams can deliver to a company's bottom line. Teams that work seamlessly together can contribute up to 25 per cent more efficient services and create more intellectual capital as opposed to solo players.

In this workshop participants will experience what it takes to create and sustain high performance teams. This workshop will operate on three levels – building expertise that contributes to high performance; practical team work and an examination of team dynamics (both within the formal structure of the workshop and without) and; understanding the environment in which high performance teams operate.

### **Strategic Customer Focus Aug 30 – Sept 1 2007 - Sydney**

The digital revolution is creating a fundamental need to think differently about how we do business. Traditional recipes and mindsets for success may well be paths to failure if we continue using them without consideration of the shifting marketplace.

To outperform competitors many companies make the mistake of imitating their rivals, rather than focusing on developing a new way of thinking and leading their company through that required change.

Participants in this workshop will explore:

- the mindsets of multiple stakeholders (both internal and external)
- how to influence stakeholders
- the concept of value creation and how to capture its role in strategy formation
- mental models around individual leadership styles and management of customer requirements
- aligning with customer requirements
- reviewing personal influencing skills and identifying ways to improve

The GAMAA Workshop programme is open to all working in the graphics and printing industries. To secure your place email [enquire@gamaa.net.au](mailto:enquire@gamaa.net.au)

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