

# GAMAA

# UPDATE

Winter 2010

INSPIRE\*CREATE\*INVEST

## COACHING FOR SUCCESS—AUGUST WORKSHOP

In August GAMAA will host a one-day workshop, *Coaching for Success: How to Hold Effective Conversations*. Led by Australia's preeminent academic in coaching Dr. Anthony Grant (pictured), the workshop will explore the practical aspects of coaching with specific reference to the power of engaging in 'effective conversations'.

Why do companies need coaches? Dr. Grant explained. "When I left school organisations were like heavy-duty, cast iron, over-engineered machines, sturdy and stoic in the face of change, able to withstand any rumbles from within. Today contemporary organisations are like lean carbon fibre machines designed for speed and portability. When you get a 'bump' in an environment like this, such as team members not engaging, the whole machine tends to vibrate and the impact is felt across the business. That's where coaching comes in. Coaching enables the wheels to move faster and smoother".

"Coaching done well is hugely beneficial to a company," he said. "We've gotten motivation wrong in the past. The carrot and the stick approach doesn't work, but coaching can enrich an individual's experience and get them to engage at a whole new level."

Dr. Grant is the director of the Coaching Psychology Unit at the School of Psychology at Sydney University, a course he created and the first of its kind in Australia.



At the one-day GAMAA workshop Dr. Grant said participants will "explore what are truly effective communication skills with a view to developing an understanding of how to set goals and inspire and motivate both themselves and others. We will be working on short, focused coaching conversations and taking participants through a series of practical exercises designed to stimulate and engage and get people thinking beyond what they currently know".

Coaching for Success

When: 27<sup>th</sup> August 9.00 – 5.00pm

Where: Medina, Coogee

Cost: \$650 incl GST

To book visit [www.gamaa.net.au/workshops](http://www.gamaa.net.au/workshops)

*To ensure one on one attention places are strictly limited. Book now to avoid disappointment.*

## GAMAA MEMBER PROFILE HEIDELBERG

**Heidelberg Australia, New Zealand (HAN) – one of the founding members of GAMAA.**

HAN is one of 250 Sales and Service Units representing 170 countries. HAN is responsible for the provision of Heidelberg Sheetfed presses and bindery equipment as well as equipment servicing, spare parts and pressroom consumables. HAN also provides consulting and finance services. HAN employs 238 staff of which 80% are involved in customer support. HAN operates across Australia/New Zealand (ANZ) as well as French Polynesia and the Pacific Nations. HAN is also a dedicated supporter of industry events such as Women in Print, JPE and the LIA Graduate of the year (all states).

Richard Timson (pictured) is the company's General Manager Sales - Northern Region. He says the benefits of being a member of GAMAA are simple. "The industry is made up of suppliers and customers. As suppliers we are as a group, able to shape our contribution to the industry that in turn feeds us. Their success is our success. We are also people that should be able to communicate amongst ourselves to understand each other's position and the issues within the industry and have an agreed set of goals we would like to achieve to enable our industry to be sustainable and profitable".



"From a personal perspective I keep active by doing marathon surfboat rowing, running and gym work. I am also an assistant Scout leader so I enjoy the outdoors. Finally I have a small weekender and love to get out on my tractor and work on the property. All this is a great relief after the long and hard days running the Northern Region."

### GAMAA SIGNS DEAL WITH VISA FOR PRINTEX11

PrintEx11 and Visual Impact Imaging Expo (Sydney) will co-locate next year, joining forces to present one of the most comprehensive shows this country has seen for the print, graphic communications and visual graphics industries in Australia.

PrintEx11 Chairman Mitch Mulligan said, "We believe this will create an outstanding experience and ensure a valuable return on the time and resources invested by both exhibitors and visitors. PrintEx11 is not just a showcase of print and graphic communications technology and equipment; it's about new approaches, fresh directions, profitable development and diversification".

Photo: GAMAA, PIAA and VISA sign the deal



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