



LIW³
Building a legacy
of leadership

Case Study

SAS Senior Leaders Programme





SAS Leadership Program

SAS Leadership Program

Where are they now?

Name: Gordon James

Position: Pre Sales Team Leader - NZ

When did you participate in the SLP? Aug-Oct 2007

Who was your SAS Coach during this program? Paul Kind



How would you describe the SLP to someone interested in participating? The program offers you an opportunity to truly understand what leadership & being a leader really means. You get to explore & develop your own leadership abilities in a safe environment & emerge as a stronger more confident leader.

What do you believe provided the most value from the program? The fundamental leadership techniques of W3 and C3 have been the most helpful to me. W3 helps when it comes to plotting the right course and C3 helps to bring others along on the journey.

Do you find you are utilising some of the concepts and tools in your day-to-day since finishing the program? If so, in what way? We covered a lot of ground in the program & I regularly draw on the concepts & tools I learned there. The quality of my interactions with all people in general has improved whether it be customers, colleagues or partners. In particular, I feel it has allowed me to be a better Team Leader.

You were a Team Leader during Phase 1 of the Team SAS initiative. How did the SLP assist in your role? The program helped me to appreciate the significance of my role as Team Leader. After the course I felt I was equipped to deal with the leadership aspects of the role. Although there is always room for improvement, thanks to what I learned at SLP, I believe as a team NZ Pre-Sales has become a cohesive unit, clear about its shared goals & motivated to achieve them.

How would you describe the impact this program has had on you both personally and professionally? I am constantly surprised by the usefulness of the tools and techniques in helping me cope with my teenagers at home! Professionally, the program has boosted my motivation to be the best Team Leader I can be for the people who make up the NZ Pre-Sales team. When it comes to the future of SAS and how we will get there, I no longer see myself as a passenger but rather as an agent for change for the better.