

# Are you involved

in working with.....

- Charitable Institutions
- Churches
- Schools
- Other similar 'not for profit' organisations where people co-operate in assisting others?

## We want to help

### WHAT IS FOUR QUADRANT LEADERSHIP?

For the last sixty years Wilfred Jarvis, a world renowned behavioural scientist, has been conducting research into the relationships given by successful leaders to the members of their teams, the techniques they used in determining the authorities they awarded, the values they emphasised and the methods they applied in understanding themselves and their influences on their people.

The data he accumulated in those activities convinced him that the leadership priorities that were taught and used by Lao Tsu, Buddha, Aristotle, and Jesus of Nazareth have been also demonstrated by Peter Blake, Sir Edmund Hillary, Charles Upham and thousands of other successful leaders from ancient times to this day. Four Quadrant Leadership is a summary of those universal truths.

Wilf has a large amount of evidence to show that the principles and practices he calls "Four Quadrant Leadership" can be applied successfully wherever people live or work together.

In 1985 NZIM Canterbury and Wilfred Jarvis, worked together to establish Four Quadrant Leadership programs for CEO's, senior executives and managers at all levels in private companies, public service organisations, and many other enterprises.

Now thousands of people, on all continents, have shared in those classes and applied their learnings to their daily leadership responsibilities.



### THE TWO-DAY TRUST SEMINAR

Each class will be conducted by a qualified Four Quadrant Leadership educator, all of whom will donate their services to the Trust.

The themes discussed in the classes will be carefully designed to meet the needs of the people attending them.

Here are some topics that will be studied.

- Understanding human energies and applying that knowledge in explaining and predicting people's behaviour and assisting them to release and use their constructive energies.
- Defining and using empathic relationships.
- Calculating and explaining people's performances.
- Using Four Quadrant Leadership techniques to accurately determine people's authorities in making decisions and taking actions.
- Studying facts and fallacies about stress, the causes and symptoms of distress and methods for assisting ourselves and others to maintain high personal resources when facing personal conflicts and frustrations.



## HOW CAN YOU ENROL IN A LEADERSHIP TRUST SEMINAR?

Contact Lindall Hansen at NZ Institute of Management, Canterbury Inc.

Phone 03 379 2302

Email [lindall.hansen@managementsouth.co.nz](mailto:lindall.hansen@managementsouth.co.nz)

# increase your effectiveness

in helping others understand themselves.

To achieve those goals the Four Quadrant Leadership Development Trust has been established jointly by the New Zealand Institute of Management, Canterbury and Wilfred Jarvis and Associates Pty. Ltd., Sydney, with funding generously provided by the Tindall foundation.



Providing seminars for staff members and voluntary workers in 'not for profit' organisations

