

Windjammer™

THE EXPERIENCE

Windjammer is a fast-paced, highly engaging experience where five teams compete to be the best at running their organizations.

Each team is aggressively managing a high-end company specializing in sailing equipment. They must acquire raw materials, and then manufacture products of their choice to meet fluctuating market demand. Hit the high points when market demand is greatest and profits will soar, providing you have the right materials, and the tactical skill to accelerate product production!

Missing the key opportunities results in lower profits – or even significant losses!

Since raw materials needed by your company are, in part, only attainable from your competitors, building relationships, negotiating, and using your own team and resources to the fullest possible degree are each vital to success. All this takes place under the relentless pressure of time and defined market cycles.



Powering Performance Through Learning™

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THE DETAILS

Overview

Participants are taught how to apply the lessons of Windjammer back on the job, and challenged to improve personally so the organization, department, or team of which they are a part can, “Catch the Wind of Opportunity”, and so achieve a sustainable competitive advantage.

Participants learn that success is dependent upon the “Five Navigational Buoys of Success”. Effectively applying each one allows teams to truly “Catch the Wind of Opportunity”.

Key Learning Points

- The ability to change tactics quickly allows you to capitalize on new opportunities
- Priority-setting and relationship building are critical to take advantage of profit peaks
- Extending your planning horizon allows for maximizing opportunities
- Understanding required roles and resources is crucial to success
- When faced with obstacles, take the opportunity to stop, refocus and move forward

Practical Details

- 2-3 hours
- For groups of 15-2000 participants
- Teams of 3-5 participants
- Ideal for use in both conference and training settings
- Suitable for cross-functional or intact teams at all levels

