



Paul Hannan
**Business
Coach**

Leadership/Teams Culture change Sales/Productivity



Australian Institute for Human Dynamics



australian institute for human dynamics

An overview

Paul Hannan is the Principal and senior Coach for the Australian Institute for Human Dynamics. AIHD is 100% **Australian owned** and has been operating in the areas of organisational and human resource development for **17 years**.

From its conception AIHD is well credentialed and is a broad-based human resource consultancy. The organisation is experienced enough to "partner" multinational and government enterprises, yet intimate enough to provide personalised attention and customer satisfaction based on a true consultative philosophy and approach to large & small organisations.

The company **specialises in providing customised training** (in-house, regional, national and international conferences) to address specific critical issues that can be measured in an organisation's bottom-line. Sessions include Team Building and Experiential Learning; Speaking & Presenting Skills, Communication, Behavioural Profiling & Leadership-Change Management. Also the very well known "Soul" Selling program.

AIHD also provides **personalised Coaching** with its Principal Paul Hannan. Seminars and keynotes are available on request.

In summary, AIHD offer clients a broad-based consultancy, focused on moving organisations from a 70's and 80's style to one of **true Empowerment**.

Pre- Coaching/Training Profiling

This is an integral part of being able to effectively
build empathy and rapport
for the attendees as well as
having the intelligence to take responsibility to
partner the management team to achievable outcomes.

PREFERRED OPTION

Carried out before the Facilitation to prepare for
accurate intelligence for Training delivery.

Pre-Training Profiling

Introduction

The “intelligence” gathered with candidates in the PTR is based on the Belief, Behaviour and Result psychology model (**refer to the Desired Belief Result chart following**).

After the PTR, which is substantiated by the candidates’ input. The attendees profiles will help to create the writer’s customised content of the specific program being delivered.

Outcomes

PTR will identify:

the objective & subjective information necessary for the Coaching success.

what the critical points are for the company's results according to the team.

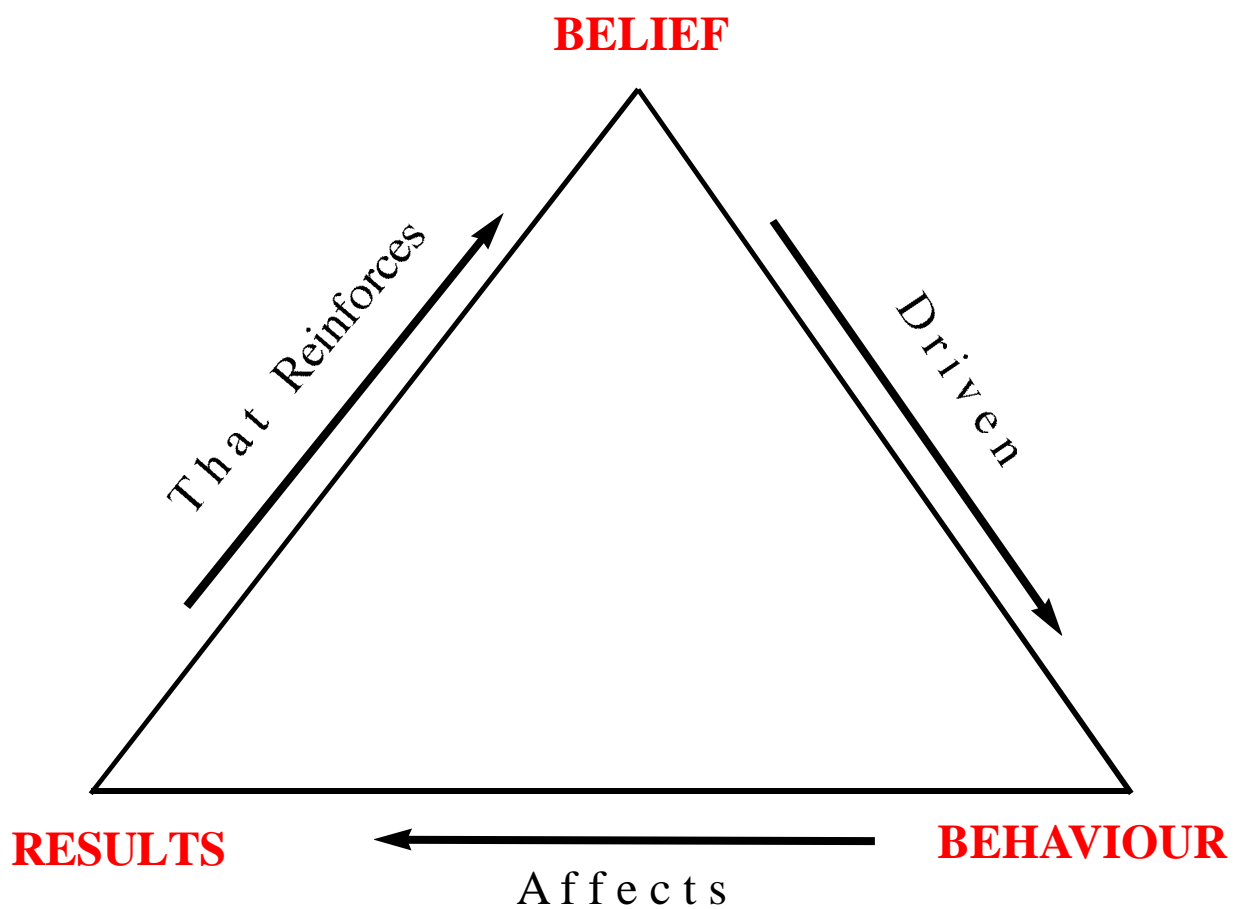
what company & personal behaviours are likely to be causing the results **NOT** to be achieved.

what impact this could be having on outcomes.

the key beliefs for the company as the team see it.

the key beliefs for individuals in working for the company and if they are in contradiction or in harmony to the theme of the future business.

Pre-Training Profile Model



This psychology works whether it be
for effectiveness or ineffectiveness

*Paul Hannan
Principal
Australian Institute for
Human Dynamics*



Up-Front

Paul's basic belief in the corporate world can be summed up in this one statement: "*Build people's lives for prosperity, both personally and commercially.*"

History

Paul's career has spanned many facets of human dynamics development. Over the past 22 years he has advanced through various areas of Professional Selling adult education and business management; was founder of the Manpower Management Group and today is the Principal of the Australian Institute for Human Dynamics.

Paul originally from a theological and counselling background is a COACH and motivational specialist who *has a deep commitment to helping people and organisations discover their full potential.* He uses "*experiential*" skills together with his unique talent to communicate with people from senior management through to all stratas of people working to succeed. As a keynote speaker, he designs his own inter company programs from one day sessions to one-two year projects. As at 31st January 2001, Paul is consulting to a customer base of 487 companies with 36 projects currently in progress.

Together with his partner, Anne Marie, they are raising four children; have worked through losing a business and starting another; compete in the management consulting business, both interstate and overseas and have rebuilt a junior football club. All these add to an amount of *practical experience that makes Paul's training, conferences and seminars "down to earth"*, laced with anecdotes and the right amount of a good Australian sense of humour.

Up-Front

Paul's major role in the organisation is to personally manage projects for his corporate clients involved in a day-to-day, coal face basis. His basic belief in the corporate world can be summed up in this one statement: "*Build people's lives for prosperity, both personally and commercially.*"

Just some of the Companies that have experienced Paul Hannan Coaching, conferences and seminars:

- AAP Communications
- Accountancy Placements
- Actrol Parts
- Achievement Concepts
- Advance Bank
- Alexander & Alexander
- Allnet Technology
- AMCOR Fibre Packaging Australia
- Apple Australia
- Applied Chemicals
- Archer Hydraulics
- Artes International Pty Ltd
- Arthur Yates & Company
- Artiscare Australia
- Art Roller Coverings
- ASKA Engineering
- Associated Gaskets Pty Ltd
- Australian Defense Industries
- Australian Diagnostics Corporation
- Australian Football League
- Australian Pharmaceutical Industries Pty Ltd
- Australian Ultra Polymers Pty Ltd
- Avnet/EMG Australia
- Basil VR Greatex Pty Ltd
- Berger Motor Vehicle Refinishes
- Betz Laboratories
- Big W
- Boots Australia Pty Ltd
- Bridgestone Australia Ltd
- Brissett Rollers
- Budget Air Services
- Cabra-Vale Ex-Active Servicemen's Club
- Campaign Palace (The)
- Canon Australia
- Canterbury-Bankstown League Club
- Cartright Productions
- Castle Computers
- Cathay Pacific
- Cecil E Mayo
- Charles E Frosst
- Chubb Lock & Safe
- City Ford
- Clarion
- Clemenger Sydney Pty Ltd
- Clinton's Motors
- Cobram-Barooga Sports Club
- Comalco Wunderlich Windows
- Comcare Australia
- Commonwealth Bank of Australia
- Commonwealth Paper
- Concord Repatriation Hospital
- Consolidated Constructions
- Convention & Incentive Services
- Covemore Insurance
- Credit Reference Association of Australia
- Cumberland Newspapers
- Date Ford
- Davidson Motors
- Deboden Diaries
- Dee Why RSL Club
- Department of Community Services
- Diversey Australia
- Endata
- First Training
- Fischer Group (The)
- Fleet Systems
- Forty Winks
- Freedom Furniture
- Frontrunner
- Fury Ford
- Fujitsu
- GEC
- Goldcraft Embossing
- Goodyear Tyre & Rubber
- Harvey World Travel
- Heidelberg Australia
- Henen Advertising (Singapore)
- Hillross Financial Services
- Hornsbly Mazda
- Hoyts Corporation (The)
- HTH Kitchens
- Hunt & Hunt Solicitors
- Hunt Musgrave & Peach Solicitors
- Husqvarna
- ICI Autocolour
- ISP Australasia
- James Hardie Industries
- Jirsch Sutherland
- Jobsupport Inc.
- J Walter Thompson
- Kimberley Clark Australia
- Kingston Industries Pty Ltd
- Klockner-Moeller Pty Ltd
- Lanier Australia Pty Ltd
- Laundry Systems
- Legal & General Life of Australia Ltd
- Letraset Australia
- Lithographic Institute of Australia
- Love Starches
- Manly Pacific Hotel
- Mark IV Audio
- Merck Sharp & Dohme (Australia)
- Merrill Lynch (Aust) Pty Ltd
- Midpoint Security
- Mitsubishi Australia
- MLC Life
- Moama Bowling Club
- My Garment Company
- Nashua Australia
- National Arthritis Foundation
- National Cleaners Association
- Newmans Tours
- News Limited
- North Ryde RSL Club Limited
- Nuance Australia Pty Ltd
- O'Brien Engineering
- Old Sydney Parkroyal
- Olefinex ICI Operations
- OPSM Pty Ltd
- Optus Communications
- OR Cormack
- Oxford Falls Grammar
- Pacific Dunlop
- Panthers World of Entertainment
- Park Davis Pty Ltd
- Parkroyal at Darling Harbour
- Parramatta Travelodge
- Penrith Rugby League Football Club
- Performance Coaching
- RGA
- Pharmacia & Upjohn
- Pluim Group of Companies
- Polaroid Australia
- Polaroid Australia
- Postal Institute
- Potter Warburg Limited
- Practical Employment Services
- Pratt Group (The)
- Prime Sports Network (Asia/Pacific)
- Professional Public Relations
- Qantas Airways Ltd
- Quintiles Australia Pty Ltd
- Q-Stores
- Registered Clubs
- Reko Australia Pty Ltd
- Reppo
- Resource Company (The)
- RMAX
- Roger David Stores Pty Ltd
- Rohlig Australia Pty Ltd
- Rover Scott Bonnar Ltd
- Ryobi Australia
- Sales Pursuit Pty Ltd
- Samsung Australia
- Shell Australia
- Siemens Plessey
- Simplex Australia Pty Ltd
- Smorgan Consolidated Industries
- Southern Pacific Hotels
- Space Interior Products
- Sportscraft Consolidated
- Spring Valley Fruit Juices
- State Bank of NSW
- State Street
- St. George Bank
- Stone Consulting Group
- Strang Patrick Stevedoring Pty Ltd
- Stuart Toyota
- Sunbeam Victor
- Symantec
- Sydney Crime Prevention
- Sydney Water
- Tarkeitt Australia Pty Ltd
- Telecom MobileNet
- Telstra
- The Westeners
- Thomson Publications
- Tilecraft
- 3M
- Trilogy B Systems
- TNT Australia
- Touchstone Holdings
- Toshiba Australia
- Training Resource Company (The)
- Trollope Silverwood & Beck
- Tubemakers
- Volvo Truck Australia Pty Ltd
- Waterbed Discounters
- Wellcome Australia
- Wentworth Soccer Club
- Western Suburbs Rugby League Club
- Westpac Financial Services
- Whiteway Signs
- Windscreens O'Brien
- Women in Management
- Woodwards Limited
- Young Presidents Organisation