



EXECUTIVE COACHING

"Coaching focuses on future possibilities, not past mistakes."

Sir John Whitmore – International Coaching Guru

Coaching is...

"Unlocking a person's potential to maximise their own performance. It is helping them to learn rather than teaching them."

Timothy Gallwey, "The Inner Game of Tennis"

Testimonial

"Thank you for your guidance and coaching. The sessions... were excellent, challenging and deeply useful. Your style, knowledge and very evident practical industry experience made your coaching sessions one of the most useful personal development programs I have completed. Please feel free to include me as a very satisfied client."

**General Manager,
Country Fire Authority**

EXECUTIVE COACH: JOHN DAWSON

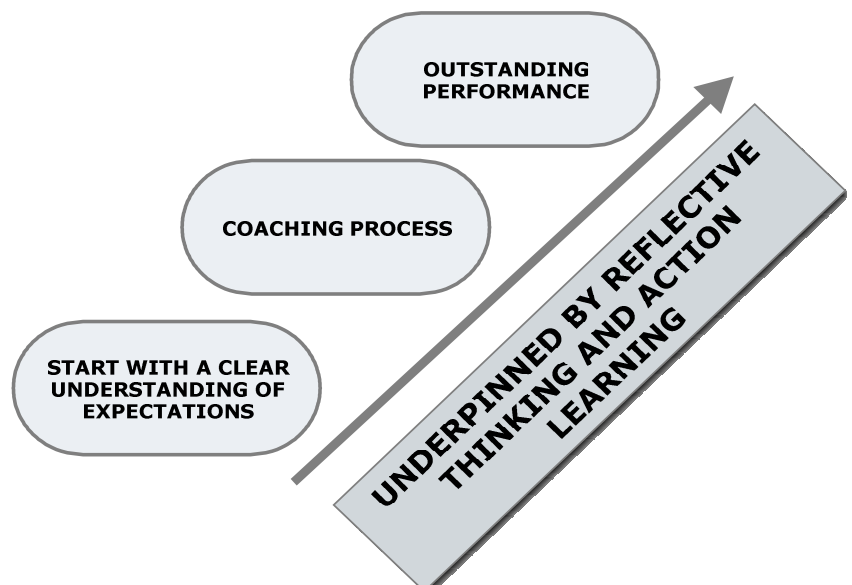
With over 30 years leadership experience, John has always been a strong change agent, searching for innovative solutions to business issues. Throughout his career he has always taken a strong interest in coaching and mentoring and gains genuine pleasure from helping others achieve their full potential.

His approach to coaching is collaborative and supportive. He begins by seeking to gain a clear understanding of what the executive being coached hopes to gain from the process. He then structures the coaching to respond to these needs, using a style that encourages reflective thinking and combines this with practical activities focused on improving ability to achieve outstanding performance in leading and managing organisations, business units or teams.

John has been conducting one to one and small group coaching/mentoring for senior executives for many years. He has had wide experience as a senior executive in practical line management, including as MD of a group with operations across Australia, NZ and the UK. He has also served as both executive and non-executive director on various profit and not for profit organisations.

Benefits

- **Self-knowledge** unlocks your untapped potential.
- **Clarity of Purpose** flows from the coaching process. This enables higher levels of achievement.
- **Innovation** increases as you gain the ability to see the world around you in different ways.
- **Leadership** success increases as your skills in exercising persuasion and influence increase.





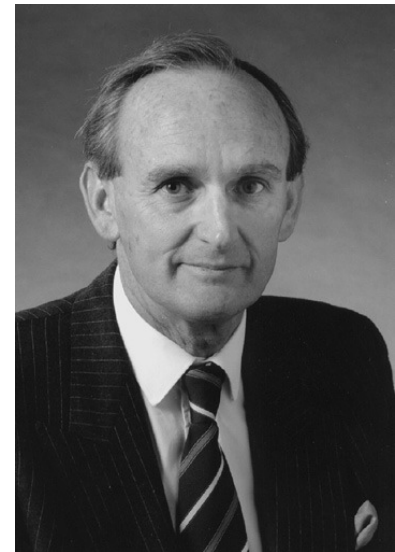
Professional Experience

John has lived and worked in the City of London and travelled extensively, conducting business with clients in various European Countries, Asia, the Middle East, the USA, Canada and NZ

John has been a successful consultant and coach for over a decade, specialising in Performance Improvement. Clients find that John's strong line management and facilitation experience, coupled with his knowledge of management theory, ensure that his advice is focused on business results.

Earlier in his career he had experience as a political lobbyist and media spokesperson for major industry groups, acted as a Consultant to the Australian Law Reform Commission and has held office as Chairman and President of a number of business organisations.

Throughout his career he has been used to providing advice and negotiating at senior levels in Business and Government.



John Dawson BA, CPT, FAICD, FAIM, FANZIIF is one of only three people in Australia to achieve accreditation from the International Society for Performance Improvement as a Certified Performance Technologist. He is a Fellow of the Australian Institute of Company Directors, the Australian Institute of Management and the Australian and New Zealand Institute of Insurance & Finance. He holds a Bachelor of Arts (Social Science) Degree with majors in Political Science and Economic History.

Among the posts he holds or has held are

- Managing Director of a financial services Group, with operations across Australia, NZ and the UK
- President of Australian Business in Europe
- Executive Director of a National Trade Association
- Director of the Australian Insurance Institute (now ANZIIF) and Inaugural Chairman of its Professional Development Committee.
- President of the Australian Fire Protection Association. (Now FPAA)
- Member of Australian Government Committees on Natural Disasters and International Trade.
- Chair and Member of Various Committees of Standards Australia.
- Director of a National Employers Industrial Relations Organisation.
- Member of a Working Party of the National Finance Industry Training Advisory Body producing Competency Standards.
- Honorary Consultant to the Australian Law Reform Commission.
- Lecturer to the Australian Graduate School of Engineering Innovation
- Lecturer to Swinburne University International Business Course



Dawson McDonald Consulting
PEOPLE ► PERFORMANCE ► ALIGNMENT

Performance Improvement Consultants

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