

## FACULTY MEETING

- Date/Time:** Wednesday 14<sup>th</sup> July 2015, 2.00pm- 5.00pm
- Location:** Marlborough Room 3, The King's Fund
- Attendees:** Daniel Burke, Pip Clarke, Katie Driver, Liz Gooster (Chairperson), Kirstan Marnane, Stephen Mayson, Des O'Connell, Ann Orton, Hannah Patrick (Secretary), Eyal Pavell (Chairperson), Anne Scoular, Jon Stokes, Dick Tyler.
- Apologies:** Juan Coto, Helen Duguid, Claire Maidana, Ann Orton, Alice Perkins.

## SUMMARY OF DISCUSSIONS AND ACTIONS

### 1. Meyler Campbell Update

Introductions were made presenting the two new additions to the meeting, Pip Clarke and Katie Driver:

- Pip is going to be undertaking 3 days of Business Development consultancy for Meyler Campbell to produce an effective and pragmatic sales plan.
- Katie is going to be announced shortly as the Director of Community engagement. She will be joining the Faculty at forthcoming meetings to help to strengthen the links between the Faculty and community.

### 2. Sales

It was noted that the Sales pipeline had significantly improved since the previous meeting, but that the same intensity of work on sales needed to be maintained.

### 3. Learning Zone: Scarcity

The following video clips were shown:

"Falling Down – I want breakfast" - <https://www.youtube.com/watch?v=-eREiQhBDIk>

"Eldar Shafir – Living under Scarcity" - <https://www.youtube.com/watch?v=gV1ESN8NGh8>

The following Questions were discussed around tables:

- 1) How is scarcity relevant to coaching?
- 2) How can coaching help in mitigating the effects of scarcity?
- 3) What is the implication of scarcity on coaches?

## **BREAK**

### **4. Working Smarter Together: The 7 Cs of a Highly Effective Meyler Campbell**

There was a discussion to decide the 'Cs' of an effective Meyler Campbell and the following ideas were captured:

- |                   |                  |                      |
|-------------------|------------------|----------------------|
| 1. Connection     | 11. Chutzpa      | 21. Customer focused |
| 2. Cash           | 12. Climate      | 22. Cutting edge     |
| 3. Collegiality   | 13. Contemporary | 23. Competition      |
| 4. Collaboration  | 14. CRM          | 24. Chemistry        |
| 5. Clarity        | 15. Compliance   | 25. Courage          |
| 6. Creation       | 16. Clients      | 26. Curiosity        |
| 7. Creativity     | 17. Cascade      | 27. Consciousness    |
| 8. Communication  | 18. Confidence   | 28. Comment          |
| 9. Consistency    | 19. Conviviality | 29. Content          |
| 10. Commerciality | 20. Celebration  | 30. Community        |
|                   |                  | 31. Conspicuous      |

The Faculty were asked to identify what works well for them, as well as changes that they could suggest surrounding the theme of 'Working Smarter Together'. The following points were raised:

- That Faculty meetings are more productive in a cabaret seating style, as opposed to Boardroom.
- That there is real value in having regular opportunities to work in pairs.
- That the following people would like to work on TLP: Liz, Eyal, Mary and Jon.
- That it would be helpful to update the faculty more regularly on the sales and how they came about.
- That it would be good for the faculty to bring to the meetings an update of what they've been doing in their professional lives, so that we can celebrate people's success.
- That there is not a part of the website which really explains the BCP (AS added that we will be doing a website update soon).
- That the Faculty LinkedIn is not being used to its full potential.
- That it would be helpful for people to ensure that they update subject lines on chain emails when the content evolves, to make sure that information is easier to locate.

**Action:** PC and KD to draft a proposal on how the faculty could make better use of the LinkedIn group.

**Action:** HP to re-circulate joining instructions for LinkedIn.

**Action:** HP to organise sub-committee to discuss the use of LinkedIn, including DB as 'devil's advocate', with the end goal of organising a training session.

**Action:** AP + office to organise a training day for those who wish to lead TLP.

**Action:** HP to re-send the link to the secure Faculty website.

## **5. Accreditation Panel**

The purpose of the Meeting is for Faculty to consider those Business Coach Programme participants who have completed the Programme (possibly with a few exceptions) and to approve the sending of the Invitation to Graduate letter, subject to completion of outstanding items, which will be specified.

It was agreed that the following syndicates were to be signed off, and invited to Graduation:

**Tutor: Andy Barnett**

- Annelise Pesa

**Tutors: Daniel Burke and Liz Gooster**

- Tim Johns
- Janet Larsen
- Geoff Tompsett
- Aki Stamatis
- Nicole Lanitis

**Tutors: Liz Gooster and Des O'connell**

- Julia Clarke
- David French\*
- John Baldry\*
- Kerynne Metherell\*
- Lynne Burdon
- Tony Besse\*

**Tutor: Liz Gooster**

- Ivan Schofield\*
- Elpie Bannister
- Kate Jones\*

**Tutor: Des O'Connell**

- Willie Crawshay
- Christopher Hay
- Kim Reid

**Tutor: Des O'Connell**

- Nigel Jones
- Bridge Salmon
- Simmy Grover\*

**Tutor: Isabel Poengsen (Mary Watts)**

- Frank Douglas\*\*

**Tutors: Anne Scoular and Juan Coto**

- Chris McGolpin
- Jonathan Skan
- Sandra Starling \*\*
- Kath Abrahams \*

**Tutor: Jon Stokes**

- Betsy Kendall\*
- Jan Hall\*
- Paul Fletcher\*

**Tutor: Dick Tyler**

- Mark Fearn\*
- David Machin\*
- Mark Stafford\*

**Tutor: Dick Tyler**

- Nick Phillis

*\* = Subject to outstanding requirements and review at later Chairs meeting in September.*

*\*\* = Hold over to Later Chairs Action*

***END OF FACULTY MEETING***

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**Date of next meeting:** 22<sup>nd</sup> October 2-5pm, The King's Fund.

HP 17/02/15