

# Wilson Learning's Innovator Consulting

## **When you need buy-in and commitment from multiple people, how are decisions made and consensus reached?**

The dynamics of every meeting or training session will differ, but one thing remains constant: it's very difficult to get a full contribution and productivity from all participants. Furthermore, when decisions must be made, deciding priorities and reaching consensus can be time consuming and frustrating.

### ***If the ability to quickly sort through complex issues is important to your organisation, Wilson Learning's Innovator is an invaluable tool.***

*Innovator Consulting* is a group decision-making process that achieves consensus, commitment and buy-in more efficiently and effectively. It utilises group polling software and individual response keypads, coupled with a structured facilitation process. The consulting process enables the group to clearly understand the present and create the future by defining success, and then focusing attention on the necessary areas to achieve these objectives.

#### *Example:*

A client recently achieved great success using the Innovator consulting process and polling technology with its distributor group. Distributors wanted their goals, issues and concerns to be heard and to have input into the development and implementation of the business strategy. In the past discussing and debating topics had been time-consuming and fraught with tension, with many hours spent discussing and debating topics. It was critical that a process be used to reach agreement and move forward with clear actions and objectives.

The company adopted Innovator technology in 2007 and implemented sessions with distributor groups around Australia. Within a short time-frame the company was able to complete a comprehensive business strategy that was supported by all stakeholders. It is now being implemented with commitment, support and camaraderie from the entire organisation.

Wilson Learning's *Innovator* offering includes process facilitation and polling technology. *Innovator* is invaluable for strategic planning, meetings, workshops, research projects etc. With the options to hire or purchase the technology, Wilson Learning can also train individuals in this multi-purpose consulting methodology.

More information about the Wilson Learning's *Innovator* Consulting offering is available from:



Wilson Learning Worldwide  
Suite 3, Level 13. 9 Hunter Street, Sydney, NSW 2000.  
T: 02 9232 4124      F: 02 9232 4128      [www.wilsonlearning.com.au](http://www.wilsonlearning.com.au)

***Voice of the customer on Innovator technology:***

*"Anybody who wants to build consensus, clarify group thinking, and maximise the potential energy of a group of people or an individual would benefit from use of the Innovator. For those who apply themselves to the process it will not only benefit them on the issue they are working on, but it will imbed a whole new way of thinking that will have long term benefits.*

*I have been exposed to the principles and values of Innovator for over 15 years and count it a one of those "rare treasures" that you occasionally find that you carry with you for the rest of your life."*

Leonard Whittaker  
National Practice Development Manager  
Millennium 3

*"The innovator consulting process is a great way of engaging people in the strategic decision making process.*

*The voting technology allows people to express their views anonymously, which enables them to vote truly. Through the Innovator, our team was able to create our strategy and hone in on the important points quickly. It saved us countless hours of debate and enabled us to spend more time on developing solutions to problems."*

Sally Armstrong, Program Manager  
Every Drop Counts Business Program  
Sydney Water