



PROGRAMME PROSPECTUS

BUSINESS DEVELOPMENT MINDSET FOR FUND MANAGEMENT

Programme Structure:

This workshop is developed and designed by a leading speaker who specializes in mindset strategies for success and peak performance in fund management. This program is structured as a 2-day workshop packed with activities.

Rather than just theoretical learning, varied training methodologies will be adopted to provide a wholesome learning environment. The program applies evidence-based methods that work in the real world of fund management.

Content Outline:

MODULE 1: INTRODUCTION TO BUSINESS DEVELOPMENT MINDSET

- Systematic approach to mental conditioning for financial consultants
- Link between mental toughness and success in fund management
- *Skills are learned, not inherited*

MODULE 2: THE BUSINESS DEVELOPMENT MINDSET MODEL

- The 3 Fundamental Skills of Business Development
- The 5Cs of Mental Toughness
- Elite entrepreneurship psychology

MODULE 3: GOAL SETTING FOR SUCCESS

- Outcome vs Process Goals
- Link between stress and goals
- Setting long-term goals for success

MODULE 4: INTERNAL MONOLOGUE OF SUCCESS

- The power of self-talk
- Switching from negativity to positivity
- Overcoming irrational beliefs to be your best

MODULE 5: C1 – COMPOSURE

- Staying calm and relaxed in high pressure situation
- *The Ideal Performance State*
- Techniques to manage composure anywhere, anytime



MODULE 6: C2 - CONCENTRATION

- Focusing on performing and ignoring distractions when it matters
- *Broad Awareness vs Narrow Awareness*
- Instilling laser focus in your financial consultancy journey

MODULE 7: C3 – CONFIDENCE

- Having the self-belief and trust in one's capabilities
- *Situational Confidence* builds *Global Confidence*
- Building your positive self-image

MODULE 8: C4 – COPE-ABILITY

- Overcoming adversities and setbacks well
- Using *Simulation Training* to prepare yourself
- Visualization to overcome challenges

MODULE 9: C5 – COHESION

- Giving and receiving social support to and from others
- Building your own power team
- Working together for success

MODULE 10: EMBEDDING THE WINNING ATTITUDE IN THE FINANCIAL INDUSTRY

- Learning from the world's best
- Celebrate success, learn from failure
- Pursue excellence, not perfection

Learning Objectives & Outcomes:

Upon completion of the programme, the FA Representative will be able to:

- Be more resilient and able to peak perform under pressure.
- Stay calm and relaxed in any high-pressure situation
- Focus on performing and ignoring distractions when it matters
- Have the self-belief and trust in one's capabilities
- Overcome adversities and setbacks well
- Give and receive social support to and from others