

Conferences

Events & workshops

Thought Leadership

Business Consultancy

Barbara Dennis

OBE DL FCFI

Speaker Portfolio



Inspirational speaker, business consultant,
executive coach & entrepreneur

Inspiring achievement

Barbara is a highly respected, sought-after professional speaker, entrepreneur and executive coach. She is, herself, a very successful business owner with over twenty years' experience of high-level executive management.

Barbara's vast knowledge of organisational development, culture, change management and communications, coupled with over 20 years of diverse professional experience, has identified her as a leading corporate educator, business strategist, thought leader and executive coach.

Consulted as a business expert

As the founder of P three Business Development Consultancy, one of the leading firms in the North East, she is well regarded as a keynote speaker, presenter, facilitator and entrepreneur.

Championed by Barbara, P three's focus is to help leaders drive their businesses forward by providing solutions that are Progressive, Proven and Practical. Barbara contends that to accomplish this, a leader must set and protect the values of their company and then align everyone in the organisation towards its common mission and goal.

Acclaimed within the profession

Barbara is a member of the Professional Speakers Association and is recognised as a business change agent whose signature programmes teach people and companies how to effectively lead and manage change, and to grow and develop businesses whilst building upon values of respect, honesty and integrity. In 2012 Barbara was awarded Executive Coach of the Year from Cambridge Who's Who.

Acclaimed by her clients

“Working with Barbara opened up communication within the company, broke down walls and barriers, but most importantly taught everyone to treat each other as a customer with respect and integrity.”

Lynn Charlton; CEO, After Adoption

Barbara's transformational topics

Barbara's speaker portfolio includes information about her customised programmes and topics that she delivers either as keynote presentations or as training seminars and workshops.

Barbara's views on leadership have truly influenced business leaders, entrepreneurs, professionals and community leaders for over 20 years.

6 Key themes for achieving better business results

- How to predict business success
- What every leader should know
- Change and the breaking-down of resistance
- The secret weapon of emotional intelligence
- Leadership in the new economic landscape
- How to build your management team

Benefits for your audience

- Gaining practical and easy-to-apply strategies that can be used right away
- Experiencing a delivery that is both multi-faceted and interactive
- Being inspired and entertained at the same time
- Retaining more of the presentation because their minds and emotions are engaged
- Providing solutions-driven materials to support the learning process
- Offering progressive, proven and practical methodologies that have worked both for her and her private clients and organisations

Keynotes and seminars

Barbara's inspirational style and range of topics are equally suitable for a curtain-raiser, closing speech or a major keynote. She can carry a full-day event with confidence, either as a Speaker or Conference Chair.

Among the topics that Barbara tackles in her keynotes and workshops are: changing organisational culture, leadership models, management strategies and business growth.

Ask us about customised programmes addressing the topics and issues that concern you most.

Consulted as a business expert

Barbara's ideas on business strategy, corporate culture, change leadership and communication have been adopted by many well-known business leaders.

Since 2004 she has worked with an extensive range of companies within a cross-section of industries. The companies for which Barbara has tailored programmes/ presentations include:

After Adoption

Acumen Trust

Barclaycard

Business & Enterprise Group

Esh Group

Fit 4U

Home Group

HQN

Keir plc

NHS

Nottingham City Homes

Northern Rock Foundation

One North East

Pearson Harper Ltd

People First

The Children's Society

Thompsons of Prudhoe

Your Homes Newcastle

She specialises in transforming the 'people side' of the organisation to achieve improved business results. As a leading authority on corporate culture, she guides successful leaders towards positive, lasting change in behaviour for themselves, their people and their teams.

A dynamic business consultant, trainer and executive coach, she can inspire and move everyone to higher levels of performance and business success.

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

keynote & workshop 1

How to predict business success

For those of you who have survived the initial start-up and built successful businesses, you may be wondering how to take the next step to grow your business beyond its current status. There are numerous possibilities. Choosing the right strategy for your business will depend not only on the type of business you own, and your available resources, but also where you are in the life-cycle of business development.

The aim of every business is to predict and plan for success. A successful business is one that enjoys both high growth and high profitability. Leaders must therefore work to both attain and sustain this optimum position.

You don't have to reinvent the wheel and you don't need a crystal ball to plan for and predict success. You can save considerable time, effort and money by thoroughly understanding the road ahead and knowing what it takes to make the transition from one stage of business development to the next whilst maintaining that optimum position, even in these challenging economic times.

Discover proven approaches that you can implement immediately from this business development expert and thought-leader with her extensive experience of business management.

- Understand how businesses progress through a predictable cycle of development
- Find out where your business is in the cycle and how to progress to the next stage of growth
- Discover the essential characteristics of a successful business
- Stimulate spirit and an entrepreneurial mindset throughout the company

“Extremely valuable. It really hit the mark for us. As a very large and complex company, we are not short on ideas, but the challenge comes in executing across a diverse business. We came away with new insights and actionable ideas for us to implement. Thanks for a great experience!”

Donna Middleton; Regional Manager, Barclaycard

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

keynote 2

What every leader should know

Whatever sector or size of your business, leadership can make, or break, your organisation.

To be successful now and in the future, your leadership agenda must align with the new economic landscape within which we are now operating.

The dual challenges of understanding the nature of leadership and implementing effective leadership practices are likely to be greater than ever before. Leaders must be able to respond to these challenges.

As the world continues to change at a fast pace, quality of leadership will make a enormous difference to whether or not organisations are growing and performing. Effective leaders must have a commitment to excellence and leadership in creating an organisational culture in which their people thrive and the business can grow.

The ability to understand and implement world-class leadership tools and strategies will enable you to lead with renewed confidence and vigour. Mastering leadership will enhance business performance and improve the bottom line.

In this 45-minute Keynote Presentation, you will discover the latest thinking in leadership practices that you can immediately implement within your business.

- Find out more about the latest thinking and leadership approaches
- Discover more about your own leadership style and its impact on team and business performance
- Utilise emotional intelligence for improved performance
- Create an optimum working environment

“Your presentation was insightful and thought provoking. Your informal, yet professional style kept the audience interested and attentive. You have the ability to hold the interest of everyone, whatever their age, background or experience.”

David Blacklock; Chief Executive, People First

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

Keynote 3:

Change & the breaking-down of resistance

Most change programmes fail. The success rate of well-intended, carefully planned and well-funded change programmes is somewhere around 20 per cent. The success rate of mergers and acquisitions is about the same.

Why? Failures can be traced to a few common mistakes that can easily be avoided by following some tried and tested rules.

Businesses can effectively address the challenges of change by understanding and tackling the factors that create obstacles. Agile organisations can handle change, not only as a one-time event, but on an on-going basis. Change management entails thoughtful planning and sensitive implementation, and above all, consultation with, and involvement of, the people affected by the proposed changes. If you force change upon people, there will usually be difficulties.

Before starting organisational change, the key questions are: What do you want to achieve with this change, why and how will you know that the change has been achieved? These questions relate strongly to the 'people element' of organisational change and are vital for success.

Managing organisational change will be more successful if you apply these simple principles. Achieving personal change will be more successful also if you use the same approach.

As part of this popular 45 minute Keynote presentation you will leave knowing 10 crucial principles, which have been found invaluable in the course of Barbara's extensive experience in small, medium and large businesses.

- Overcome fear – the most major change obstacle
- "Tell it like it is" – resistance to change is often exacerbated by poor communication
- Create a climate where change is acceptable and seen as the norm
- Involve everyone in the change effort

“Great experience, eye-opening, insightful, entertaining and enormously beneficial. The difference that this has made to our business has been enormous. Thank you.”

Farooq Mohamed; Business Development, Director, The Kier Group

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

keynote 4

The secret weapon of emotional intelligence

Leadership in business goes beyond reaching a short-term goal or ensuring that a job is well done. It is also about driving the collective emotions of the workforce in a positive direction and also by retaining top talent.

Competent leaders drive results, develop star performers, and ensure their teams productively. They inspire and motivate people, by exhibiting energy and enthusiasm. Emotionally intelligent leaders connect with others by being self-aware and empathetic.

Numerous studies have shown how emotional intelligence relates to specific behaviours associated with leadership effectiveness.

The successful management of business and human resources today faces enormous challenges. As businesses are downsizing and reengineering themselves to compete in the global economy, executives from some of the world's largest companies say that emotional intelligence is a vitally important leadership skill.

Businesses that want to add value and effectively compete must ensure that they put an increased premium on these emotional intelligence and relationship management skills.

This popular 45-minute Keynote Presentation comes from a speaker with more 20 year's experience of executive management, for whom emotionally intelligent leadership has always been second nature.

- Keep people motivated and committed in an era of unrelenting and accelerating change
- Create a climate that not only fosters performance but also builds a sense of pride and purpose
- Effectively manage conflict, negotiate and resolve disagreements
- Encourage collaboration and co-operation for achievement of shared goals

**“I have gained so much in just a few hours.
Thank you so much for your help.”**

Angela Simpson MSc, CIPD; Director of Corporate Services, CCHA

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

keynote 5

Leadership in the new economic landscape

The daily changing landscape brings both opportunities and challenges for all businesses. Constant change and evolution require that leaders and managers be sufficiently nimble and adaptable.

A response to changing customer needs and aspirations is the 'call to action'.

Strong leadership, collaborative team styles and on-going development are all critical components to better meeting customer expectations and allow for continued growth and success.

The ability to modify and implement new strategies quickly, is vital. Businesses must be constantly alert to competitive pressures and adjust their business strategies accordingly. Even the best businesses can be knocked off-course by a new market entrant or a major industry innovation.

Creating a new business strategy is not only imperative for survival but also an absolute necessity to respond proactively to market demands. The entire business must therefore work in unison to create and deliver the agreed strategy.

In this powerful 45-minute Keynote Presentation, you can discover Barbara's secrets for developing and evolving business strategy. This wide ranging subject is expertly condensed into 6 key elements by a top business performance coach and entrepreneur.

- Create an environment which encourages and fosters innovative strategies
- Understand paradigm paralysis and eliminate creative inertia
- Generate new and better ideas, product and services and gain competitive advantage
- Turn challenges on their head to discover and pursue hidden opportunities

“Very inspiring! The metaphors used engaged the mind. At last, a programme that makes you want to quickly go back to work and implement the skills learned. It should be a MUST attend for all Managers.”

Kate Welch OBE; Chief Executive, the Acumen Trust

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

keynote 6

How to build your management team

In the early days of running your own business, it's natural to try to do as much as possible yourself. It's the most cost-effective, comfortable, sensible way to do things in the beginning. But as your business grows, you'll find yourself becoming more and more stretched. Eventually, you'll find you just can't continue to oversee operations and sales and accounting and marketing – and hope to continue to grow your business!

When you lie awake at night worrying about how you're going to juggle the numerous tasks and priorities in the time available and you can no longer rely on your own skills to manage the business, it is a sure sign that the company has the potential to thrive in the longer term but you need to bring others on board.

At this point an organisation must create a complementary team with the right mix of skills, knowledge and expertise to move the business forward.

Of course, building a management team is not easy. First the personal sense of loss that an entrepreneur will inevitably feel at the moment when he or she allows pivotal company decisions to be made by others, need to be transitioned without (too much) interference.

This insightful Keynote speech from a business and thought leader provides a structured and practical approach to getting this crucial strategy right, helping you to foster a more productive workforce and workplace where every member has respect for each other.

- Identify the pivotal moment for hiring members of the executive team
- Get the mix of skills, knowledge and experience right for an effective and cohesive team
- Structure the business and team for growth building on foundations of mutual trust and respect
- Plan for succession and/or sale of the business

“Barbara is an inspiring speaker who is able to understand first-hand what it means to develop and grow a business. The content of her presentation is relevant, realistic and easy to apply.”

Steve Pearson; MD, Pearson-Harper Ltd

All presentations can be staged as a 45 minute keynote or longer, or as a workshop.

Contact us at info@pthreebusiness.com or call +44 20 3290 5703

Read what others are saying about Barbara

“Barbara helped us create a momentum and commitment for change that had a very positive impact on our business.”

Carol Aaron; Head of Change Management, Nottingham City Homes

“The series of programmes you developed to help our leadership team gain the skills they needed was the bet, from a practical point of view, of the many courses and seminars I’ve attended.”

Alma Caldwell; CEO, North Tyneside Age Concern

“You certainly captured the audience as witnessed by the reception and feedback provided. You are the kind of role model worthy of following. You’ve demonstrated the ability to walk your talk – a true professional.”

Jo Boaden; CEO, Northern Counties Consortium

“What every company needs today is Barbara to come in and shake up their thinking and outlook.”

Peter Cockerill; CEO, Calvert Trust

“Your ability to help everyone understand the need for change and to align them behind our corporate mission is astounding.”

Alistair MacColl; CEO, Business & Enterprise Group

Bring credibility & inspiration to your platform!

To book or for further information please
contact Ann Jobson, Business Administrator on

+44 20 3290 5703



pthreebusiness



Barbara Dennis

To find out more visit

www.pthreebusiness.com/speaking

p
three

Barbara Dennis also runs P three, which provides
progressive, proven & practical business development

For more information about P three

USA & Caribbean

if you are based in the USA or Caribbean please call us on: **+1 323 473 3158**

United Kingdom & Europe

if you are based in the UK or Europe please call us on: **+44 20 3290 5703**

or send an email to info@pthreebusiness.com

visit our website www.pthreebusiness.com