PROfound Leadership

GROUP TRAINING

Catalogue





Human-centred leadership
is about guidance to a clear vision, unlocking true potential and creating excellence as a result of heightened awareness, accountability and inspiring actions.

It enables confidence, achievement and fulfilment.

Martin Probst

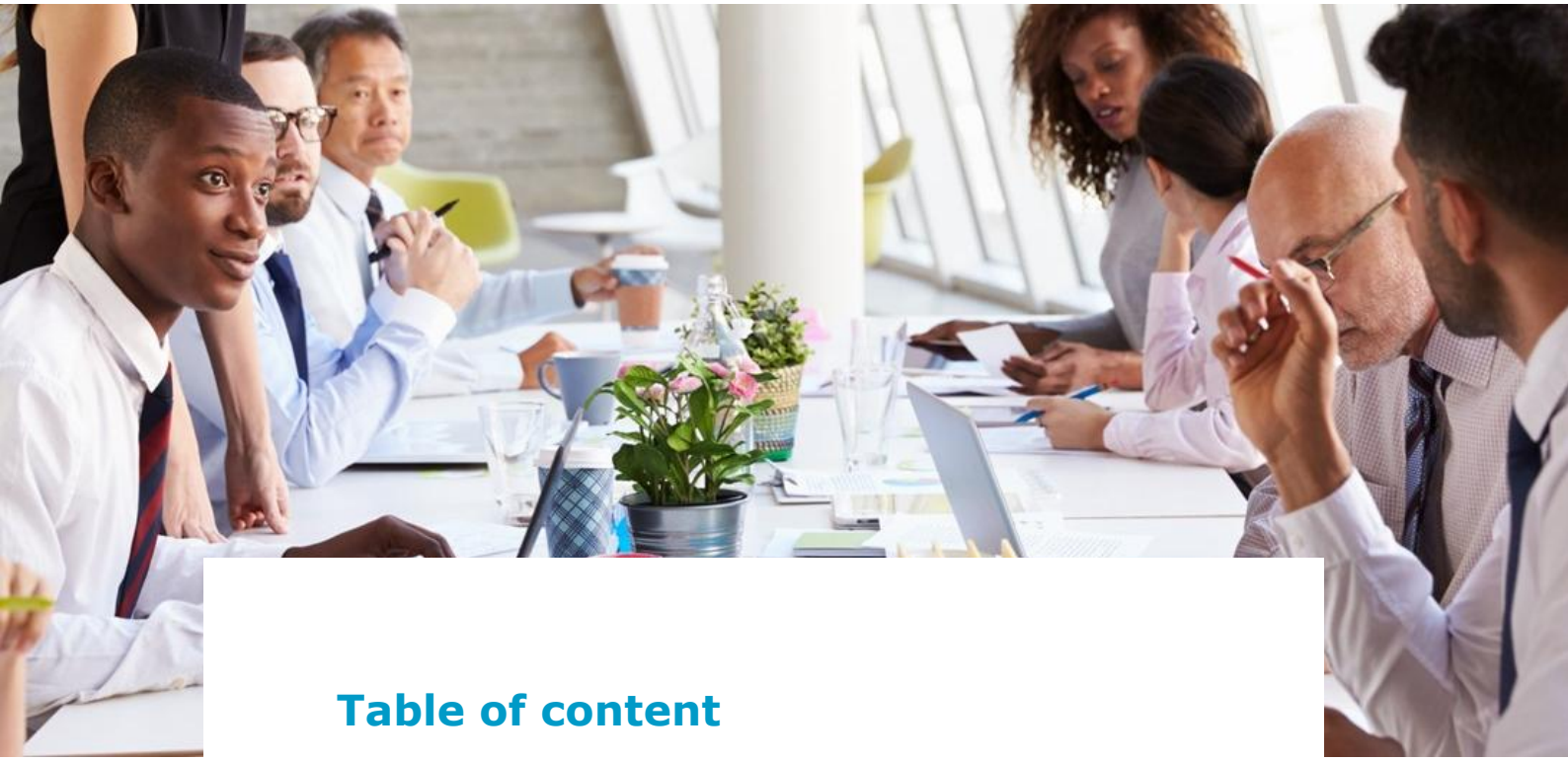


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ABOUT PROFOUND LEADERSHIP

Bringing award-winning learning impact to you.

PROfound Leadership is an award-winning Melbourne based business with a proven track record, serving clients across Australia and internationally. Our bespoke Learning & Development programs enhance confidence and leadership skills, cultivating growth and success for both individuals and teams.

We excel in delivering tailored group training, specialised leadership programs, personalised one-on-one coaching, and accessible eLearning courses designed to address a spectrum of learning needs.

At the heart of PROfound Leadership lies the trinity of purpose, vision, and mission. This dynamic synergy drives our commitment to empower people, foster positive transformation, and contribute to a world where exceptional human-centered leadership is the catalyst for long-lasting success.

Purpose

Our purpose is to set the global standard for sustainable, human-centered leadership excellence.

Vision

At PROfound Leadership, our vision is simple yet profound: to empower individuals, teams, and organisations with human-centered leadership that builds greater confidence, enables smarter decisions, and drives better outcomes.

Mission

Our mission is to deliver tailored, impactful leadership development that unlocks potential and drives collective success.

Core Values -LEADER

Our values guide everything we do at PROfound Leadership.

- ☑ **Life-long learning:** Commitment to continuous improvement and growth.
- ☑ **Empowerment:** Enabling individuals, teams, and organisations to grow and excel.
- ☑ **Adaptability:** Embracing change and catering to diverse needs.
- ☑ **Dedication:** Ensuring clients reach goals and achieve sustainable success.
- ☑ **Excellence:** Delivering 'wow' through world class leadership solutions.
- ☑ **Results:** Focusing on client transformation and positive impact.

"PROfound – It's very appropriate.
The changes in your life are profound."

Scott Merrick, Business Owner

LEADERSHIP SERVICES OVERVIEW

Your pathway options to ultimate leadership success.

"To become a leader, you must first become a *human* being."

Confucius



We know that one approach won't suit everyone, so it's part of our philosophy to find ways to make our training accessible to as many people as possible. We offer you flexibility by designing and presenting our user-friendly courses online, as well as delivering tailored in-house or virtual group training for your team and organisation.

GROUP TRAINING

Online or on-site, at a length that's right for you. Our CEO delivers high quality content tailored to your needs. It's engaging and it works.

LEADERSHIP PROGRAMS

An outstanding opportunity for current and emerging leaders to become strong influencers who can make a positive impact on business performance.

ONE-ON-ONE COACHING

There is no other form of personal or professional development that is so tightly tailored to your specific needs. Give yourself the edge.

SPEAKING ENGAGEMENTS

Make your event a success and leave a lasting impression on attendees by hiring a leadership speaker who can connect and engage with the audience.

ONLINE COURSES

Develop your leadership skills whenever and wherever it suits you. eLearning is convenient and perfect for people who prefer to study independently.

TOOLS & RESOURCES

Leadership skills at your fingertips. Access bestselling leadership books, to-the-point ebooks, audio books, DISC profile reports, and more.

WE ARE FAMOUS FOR INSTANT AND PROFOUND RESULTS

Our #1 priority is to ensure that with every interaction, our clients boost their ability to reach their goals and achieve better outcomes, as well as increase their confidence and fulfilment.



MEET THE FACILITATOR

Martin Probst – Chief Education Officer



Martin Probst, an esteemed **#1 International Bestselling author** and renowned **leadership expert**, holds the prestigious title of **'Learning Professional of the Year'** from the Australian Learning Impact Awards 2019. As the founder of PROfound Leadership, winner of the **2023 MBN Leadership award** and listed among the **'Top 10 Leadership Development Training/Coaching Companies' in the Asia Pacific region**, Martin brings over 20 years of global experience in human-centred leadership.

His extensive background includes work on six continents across various sectors, over 450 workshops, 10+ years in formal education, well over 1,100 one-on-one coaching hours, and certification in multiple facilitation styles and personal transformation modalities.

Martin is a passionate and approachable facilitator and teaches strategies and concepts that are easy to learn and apply. Through his distinctive facilitation approach, he fosters a supportive and inclusive learning environment, encouraging students to fully engage in the learning journey and explore diverse perspectives collaboratively.

Martin's written works include several books, including his latest #1 International Bestseller, 'I did it!'. Furthermore, he was featured by many reputable media platforms such as:

FOX abc CBS NBC The Daily DISPATCHER Stars Gazette IN THE HEADLINE The Morning Herald TECH WORLD INSIDERS ABC
THE CW inspired COACH FOX34.com FRONTAL REPORT MONEY KSLA NEWS 12 THE WORLD AGENDA The Financial Metrics BOSTON Herald The Budget Report KEYC 12

Martin also serves as an advisor and member on various committees and boards, contributing his expertise to further enhance the field of leadership.

Further information can be found on:

- ☑ https://www.linkedin.com/in/martinprobst/
- ☑ https://profoundleadership.com.au/about-us-profound-leadership/

"Dare to make a difference!"

Martin Probst

AWARD-WINNING
LEARNING PROFESSIONAL

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GROUP TRAINING OPTIONS & INCLUSIONS

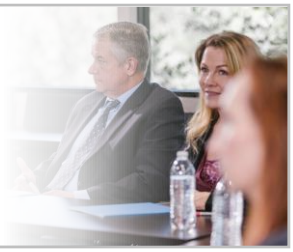
Topic, delivery mode and session length - tailored to your needs.

Whether you're supporting frontline staff or senior executives, our workshops are built on action-based learning, not just theory, so the participants can walk away with concrete answers that translates directly into results. With 14+ years of experience and a proven process, we make it easy to lead with confidence..

- ☑ Facilitated by award-winning leadership expert Martin Probst
- ☑ Grounded in real-world leadership challenges
- ☑ Based on behavioural science and proven leadership strategies
- ☑ Standard half-day workshops unless otherwise stated [minor contextualisation included]

Need something more specific? **We also offer tailored workshops and customised learning experiences**. Tailoring beyond our standard workshop outlines attracts an additional development fee.

> "*Train* people well enough so they can leave, treat them well enough so they don't want to."
>
> Sir Richard Branson



Why support your team with professional development?

Fostering a mindset of learning and adaptability.

Potential **outcomes** of effective group training:

- ☑ Greater leadership confidence and effectiveness.
- ☑ Improved communication, collaboration and trust.
- ☑ Stronger employee engagement and motivation.
- ☑ More constructive approaches to workplace challenges.
- ☑ Increased accountability and ownership.
- ☑ Better decision-making and problem-solving.
- ☑ Improved individual and team performance.

Some **benefits** of organising organisation-exclusive training include:

- ☑ Choose a delivery format and schedule that suits your organisation.
- ☑ Access proven workshop outlines with minor contextualisation included.
- ☑ Address real workplace challenges through practical, interactive learning.
- ☑ Strengthen team alignment through shared learning experiences.
- ☑ Build confidence and capability with strategies participants can apply immediately.
- ☑ Explore additional tailoring options to meet specific organisational needs.






HUMAN-CENTRED LEADERSHIP TOPICS

Engaging and challenging, yet fresh and inspirational content.

Our group training sessions are structured around five key focus areas that empower individuals, strengthen teams, and align organisations for long-term success. These popular workshops have been tried and tested across a wide range of industries, offering practical strategies and human-centred insights that drive meaningful change. Whether you're looking to build emotional intelligence, improve communication, develop high-performing teams, or lead with strategic clarity, our workshops provide the tools and confidence leaders need to thrive at every level.

Explore our established workshop outlines below to find the right fit for your team. Each workshop is **delivered as a half-day session unless otherwise specified** in its description.

Focus Area 1: Strengthen awareness and personal leadership

Lead yourself first - develop clarity, composure and confidence.

Developing inner strength and resilience

Cope and thrive in the face of challenges



Resilience is key to thriving amidst change and challenges. By developing personal resilience, we can not only better cope but also thrive in the face of adversity, maintaining both productivity and wellbeing.

This interactive session, led by Martin Probst, a leading expert in human-centred leadership, is designed to empower and inspire you to maximise your own level of resilience required to respond positively to the pressures and demands in your personal and professional environment. You will acquire practical insights and empowering strategies to not only navigate challenges but to emerge stronger, more adaptable, and ready to conquer any obstacle.

Unlocking emotional intelligence

Embrace the HEART-beat of human connection to thrive and succeed.



The ability to recognise and master our emotions is a crucial factor in our success to build positive relationships with others – and ourselves. And a heightened Emotional Quotient will enable us to feel resilient and capable of securing positive outcomes even from challenging situations.

This engaging session, led by Martin Probst, a leading expert in human-centred leadership, delves into the core principles of EI, enhancing your capacity to understand, manage, and harness emotions effectively. You will walk away with powerful mental and emotional management techniques designed to contribute to better decision-making and improved team dynamics.

Becoming change agile

Create certainty in times of uncertainty



In today's fast-paced world, change is constant and often unpredictable. Developing change agility empowers individuals to adapt with confidence, stay grounded under pressure, and thrive in evolving environments.

In this dynamic session, led by award-winning facilitator Martin Probst, you will learn to manage your energy more sustainably for emotional steadiness, and adopt new ways of thinking to thrive in uncertain environments. You'll walk away with greater clarity and practical tools to stay grounded, focused, and future-ready - no matter what changes come your way.

Focus Area 2: Enhance effectiveness and confidence

Master your time, presence, and communication to thrive professionally.

Boosting personal effectiveness

Embrace smart productivity hacks



We are often obsessed with time and get distracted by the whirlwind of daily tasks, which by the end of the workday may make us wonder what we actually achieved. Personal effectiveness is about knowing when and where to direct efforts to achieve fruitful outcomes.

In this engaging session, led by expert facilitator Martin Probst, you will learn how to reduce interruptions and optimise your day by using a variety of productivity hacks that can make all the difference. These techniques are easy to learn and can help you work smarter, not harder.

Mastering effective communication

Get the message across with positive impact



Even though we communicate all day long, communication is not as simple as it seems and what we say can easily be misunderstood. Therefore, effective communication is about the response we get.

This interactive session, designed by expert facilitator Martin Probst, will equip you with powerful techniques to manage self-talk more effectively. You will also acquire the tools for clear, confident, and concise communication, and learn how to get your message across with positive impact.

Moving from stress to strength

Ditch the overwhelm and step forward with confidence



Stress has become one of the greatest challenges in today's fast-paced and ever-changing world. Pressure can be a powerful motivator when managed well. But left unchecked, it drains our energy, creates job dissatisfaction, impacts our well-being, and affects how we show up at work and in life.

The good news? With the right tools and strategies, you can shift from reactive stress responses to intentional, grounded strength. In this practical and insightful session, Martin Probst, a leading expert in human-centred leadership, guides you to identify your personal stress triggers, manage unhelpful thinking, and build inner strength and confidence to thrive under pressure.

Presenting with intent and impact

Become confident, speak up and be heard



Many of us struggle with public speaking or addressing even small groups. However, the ability to assertively communicate and maintain professional credibility can significantly influence our success. Overcoming nerves, connecting with the audience, and delivering a message with confidence are essential skills in today's professional environment.

This interactive session, facilitated by expert speaker Martin Probst, will equip you with the tools needed to enhance your professional presence, deliver assertive verbal and non-verbal communication, and engage your audience by leveraging your personal power.

Focus Area 3: Improve relationships and team dynamics

Build strong relationships, influence others positively, and handle difficult behaviours.

Enhancing interpersonal skills with DISC



Improve connections, communication and collaboration

DISC is a highly beneficial tool to assist us in recognising differences between people. It helps us understand ourselves and others better. By accepting, respecting, and adapting to these differences, we can build long-term relationships and positive influence.

You will complete a self-evaluation survey in the lead-up to the training, an important element to learn more about your own personality traits and spot behavioural preferences in others. You will walk away from this interactive group session, designed by expert facilitator Martin Probst, with the knowledge of how to recognise other people's behavioural patterns so you can modify your communication to achieve win/win outcomes.

Dealing with challenging behaviours



Promote a mindset shift through positive influence

Difficult behaviours can have an enormous negative impact on organisations and day-to-day operations, destroy long-term business relationships, as well severely affect individuals on a physical, mental and emotional level.

In this interactive session, led by Martin Probst, a leading expert in human-centred leadership, you will discover behavioural solutions and unpack how to positively influence and inspire self and others to prevent behavioural issues and thus strengthen relationships and enhance productivity.

Facilitating crucial conversations



Turn difficult situations into productive outcomes

Sometimes we choose to avoid difficult conversations as they seem too hard, but unfortunately the problems remain unresolved. Other times we facilitate crucial conversations and wish we knew how to handle them better. Here's the upside: there are well-tested communication strategies to swiftly turn dysfunctional situations into constructive conversations.

This engaging session, designed by expert facilitator Martin Probst, is a great opportunity to learn how to guide and influence productive outcomes from difficult situations through a better understanding of human behaviours and with simple yet effective and powerful communication strategies.

Managing conflict with confidence



Navigate challenging situations successfully

Positive relationships and win/win outcomes are critical success contributors, and a range of conflicts can easily interrupt this. We must acquire the expertise and confidence to manage our emotional state effectively while in the heat of the moment to avoid negative effects on our wellbeing, morale and productivity.

This engaging session, led by Martin Probst, a leading expert in human-centred leadership, is designed to equip you with a deep understanding of what is driving conflict and how to achieve positive outcomes when dealing with employees, colleagues, managers or any other people you regularly interact with. You will acquire well-tested strategies to identify, deal with and resolve conflicts skilfully and more confidently.

Focus Area 4: Empower people and build high-performing teams

Coach, mentor, and create a culture that encourages feedback, growth, and trust.

Delivering productive feedback

Foster a culture of growth through feedback mastery



We are all familiar with the process of receiving and giving feedback but often lack the tools to make it a graceful, constructive, and positive experience. Feedback can be challenging to deliver, but when handled effectively, it fosters growth and contributes to a positive work environment.

In this engaging workshop, award-winning facilitator Martin Probst will provide you with the skills to confidently lead feedback conversations while minimising push-backs by establishing a feedback-ready culture. You will leave with powerful feedback techniques designed to promote growth & development in yourself & others.

Coaching and mentoring for growth

Guide, support, and empower future leaders



In today's competitive employment market, effective coaching and mentoring skills for leaders, managers, and supervisors are essential. By facilitating meaningful, purpose-driven conversations, leaders can foster individual growth, enhance team performance, and cultivate a supportive workplace environment. This not only increases staff retention but also assists in unlocking the full potential of individuals and teams.

In this engaging workshop, award-winning facilitator Martin Probst will equip you with the essential tools and strategies to confidently coach, mentor, and guide others toward long-term success, building a strong foundation for future leadership.

Empowering others to perform and excel

Create a human-centred culture and drive performance



Great leaders inspire great teams. And great teams require a culture of employees being independent and motivated individuals, performing interdependently within their team and forming key collaborations for long-term success.

This powerful session, led by expert facilitator Martin Probst, is designed to equip you with tools and strategies to create a human-centred culture and assist individuals to perform at their best. You will acquire the techniques and skills to empower individuals and teams to drive organisational performance and foster strong collaboration.

Providing outstanding customer service

Exceed customer expectations and deliver excellence



Customer service is the backbone of long-term business success, extending beyond financial transactions to strengthen both reputation and client relationships. Building trust and rapport, fulfilling client needs, and providing a memorable experience in every interaction are key to exceeding expectations.

This engaging session, led by award-winning facilitator Martin Probst, equips you with strategies to manage client expectations, deliver five-star service, and handle complaints professionally. You'll learn how to ensure productive outcomes in all situations while building and maintaining strong customer relationships

Focus Area 5: Align strategy and culture for sustainable success

Clarify your vision and build the systems and behaviours that drive execution.

Chairing productive meetings

Plan, conduct, and follow up for success



There is no doubt that meetings play a pivotal role in the successful management of an organisation. But are your meetings as productive as they could be? Ineffective meetings can be a hidden expense and a source of frustration, whilst well-run meetings drive collaboration and productivity.

This engaging session, led by award-winning facilitator Martin Probst, will provide insights into transforming unproductive meetings into efficient, creative sessions. It will assist you in establishing yourself as an expert in conducting meetings that are enjoyable, effective, and collaborative, delivering real outcomes.

Getting clarity on the vision, mission and values

Create a clear organisational vision, backed by definite plans



A compelling vision, mission, and set of values form the foundation of a strong, purpose-driven organisation. Yet, without clarity and alignment, even the best strategies can fall flat.

In this strategic full-day session, award-winning facilitator Martin Probst will guide your leadership team to define and align around a shared organisational identity. Together, you'll craft a meaningful vision, articulate a clear mission, and identify core values that inspire action. The session also equips participants with practical tools to translate that vision into measurable goals and break those goals into actionable steps - ensuring clarity, commitment, and momentum toward long-term success.

Leading successful change

Foster team support for lasting impact



Change is inevitable - and leading a team through it requires intention, clarity, and confidence. This dynamic workshop empowers leaders to understand both the psychological and operational aspects of change, enabling them to support their teams through uncertainty with steadiness and purpose.

In this engaging session, led by award-winning facilitator Martin Probst, you will explore strategies for accepting change, establishing a strong foundation by addressing the human side of transition, and applying the key building blocks for lasting success. You'll learn how to guide and influence others through change by offering the clarity, tools, and leadership presence needed to create meaningful and sustained impact.

Driving organisational performance

Cultivate a strong culture, team, and execution



This workshop is an ideal follow up session from 'Getting clarity on the vision, mission and values'. It focuses on reflecting on the process so far: what worked and what didn't. It is also an opportunity to dive deeper into strategies that drive organisational performance towards our common purpose, vision, and goals.

This full-day session, led by award-winning facilitator Martin Probst, is designed to assess progress and determine the necessary next steps for further advancement. Working through a comprehensive organisational health check, you will have the opportunity to reflect on and refine strategies, as well as cultivate a stronger culture and improved team execution.

Group training options and investment structure

Facilitating sessions in the delivery mode and training length that suits you.

Our pricing is positioned to be competitive within the corporate leadership development market, offering strong value without compromising quality. The following delivery modes and pricing can be used as a guideline for groups of up to 15 participants. We will provide tailored quotes for all workshops and programs.

In-person facilitation

Duration	Cost per event
Full day *7 hours* *(incl. ~60 min breaks)*	From $3,800
Half day [standard] *4 hours* *(incl. ~30 min breaks)*	From $3,200
Masterclass *2 hours*	From $2,200
Presentation *1 hour*	From $1,800



Online facilitation

Duration	Cost per event
Half day [standard] *4 hours* *(incl. ~30 min breaks)*	From $2,600
Seminar *3 hours* *(incl. ~15 min breaks)*	From $2,200
Masterclass *2 hours* *(incl. ~10 min breaks)*	From $1,600
Webinar *1 hour*	From $1,200

Inclusions

- ☑ Delivery of an established PROfound Leadership workshop outline for up to 15 participants.
- ☑ Minor contextualisation using relevant workplace examples and discussion prompts.
- ☑ Engaging, interactive and practical learning activities.
- ☑ Standard workshop materials, where applicable.
- ☑ Certificate of attendance for participants.
- ☑ Climate Neutral training (Measuring. Taking action. Offsetting emissions.)
- ☑ Option to tailor workshops with regards to duration and content for an.

SME Climate Hub COMMITTED 2026

* *Prices are exclusive GST, subject to change without notice*
** *Deliveries in Melbourne CBD and inner suburbs; other areas are upon request and might attract a travel fee.*
*** *Room with appropriate set up and catering to be arranged by the client for in-person deliveries*
**** *Terms and Conditions at profoundleadership.com.au/profound-leadership-terms-conditions/*

Let's get started

Find more insights at profoundleadership.com.au/workshops/,
contact us with your enquiry (info@profoundleadership.com.au) or 1300 936 313,
or book a free strategy session (profoundleadership.com.au/exploretraining).
We will provide you with a tailored proposal.

WHAT OUR CLIENTS ARE SAYING

Many trusted companies work closely with us.

OVERALL GOOGLE REVIEW RATING: 5.0 ★★★★★





It blows my mind
"It is extraordinary that Martin Probst can deliver such powerful mindset change in such a short period of time. From a management perspective his logic is easy to understand and relatable to teams."
Kirsty Milligan | Stylist and fashion Commentator National TV/Radio



Incredibly helpful and contained practical and relevant advice
"I can highly recommend him as a personal coach to any manager looking for next step in their career."
Pascal Winkelmann | Chief Executive Officer | Dailywin Watch Products Mfg. Limited, Hong Kong



The best money I've ever spent
"PROfound - it's very appropriate. The changes in your life are PROfound."
Scott Merrick | Business Owner



I enjoyed and looked forward to every session
"I have been able to get better organized, identify and verbalise better our company's values, mission and vision that guides now the team and improved the communication with our clients and suppliers."
Camilla Novotna | Founder & Director | ecokit



Practical tools on how to change our own behaviours
"Fantastic presentation from Martin at our International CFO and HR Directors Forum event. Martin shared a great understanding of what drives our behaviour…"
Neal Woolrich | Director, International Executive Forums | Gartner



Integrity, reliability, commitment and dedication to his work are well recognised
"He [Martin] has assisted me on many occasions, both at a professional and personal level, his skills are outstanding, and I recommend him as a mentor at all levels."
Steven Deer | Senior Project Manager | VET Development Centre (VDC)

- ☑ "Favourite part of the workshop: All of it."
- ☑ "Martin was very engaging and motivating."
- ☑ "I liked the energy in the room and Martin's caring, open, honest style."
- ☑ "Martin's positiveness is infectious. There was never a negative answer."
- ☑ "Insightful, deep, lots of reason & logical concepts."

More client testimonials can be found at www.profoundleadership.com.au/testimonials/

HOW TO BOOK TRAINING

Many trusted companies work closely with us.

Why you should choose PROfound Leadership

Training with PROfound Leadership will provide you with:

- ☑ Current and best-practice training from a highly experienced and award-winning facilitator
- ☑ Option of tailored and contextualised sessions that suit your organisation's training needs
- ☑ A variety of training formats to suit your organisation's individual circumstances
- ☑ Delivered in-house within your workplace
- ☑ A cost-effective training solution to meet the needs of your organisation

All workshops and programs are built on real-life experience, not just theory, so the participants can walk away with concrete answers. We target your immediate needs and issues by incorporating your company's terminology and examples into our programs so that the training can be directly related back to the workplace. This is part of contextualising our programs and comes at no extra cost to you.

Our unique approach creates a culture of independent employees who perform interdependently within a cohesive team. We encourage their desire to excel in their roles, and help nurture values and beliefs aligned with business and team outcomes.

Getting started is easy

In fact, we make the process as easy as 1 - 2 - 3!

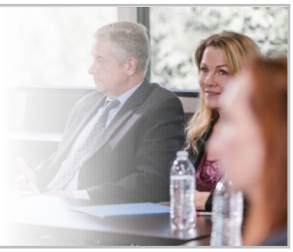
1. **Find out if we are a good fit**
Book your obligation free strategy session with facilitator Martin Probst and discuss desired outcomes and training details. Here is the link: profoundleadership.com.au/exploretraining

2. **Receive your proposal**
Once we know your desired topic and outcomes, session length and format, participant numbers, etc., we provide you with a personalised and fully tailored proposal and quote for your perusal and feedback.

3. **We are on your support team for the training organisation**
We guide you through the different organisational steps and work with you along the way to answer any questions or assist with challenges you or the training attendees may experience.

"*Train* people well enough so they can leave, treat them well enough so they don't want to."

Sir Richard Branson



PROfound Leadership

Assisting individuals, teams and organisations to excel and succeed.

Our door is always open to assist you with any further questions you may have.



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