

Break the deadlock.

PERIPETIC[©] TURN

Workshop and elements

We help you create solution spaces.

Our Peripetic[®] Turn workshop tackles project roadblocks by quantifying and focusing on long term benefits.

Does this sound familiar to you?

- Stalled projects and ineffective development processes.
- Fruitless discussions, hardening positions, accusations and mistrust.
- Time wasted on years of unsuccessful progress.
- No tangible benefit of continuing a project or actual cost discontinuing disproportionately high.

We bring energy into the process!

In a compact and well-structured workshop we create solution spaces and allow for the required change of individual perspectives. Results from the past can be evaluated under new premises.

The workshop marks the starting point for a stringent and benefit-oriented strategy or project development process. Constructive and energizing days are strengthening the team.

When does this pay?

Whenever stakeholders with different interests work on a complex joint solution, especially

- in a project crisis
- at project start
- as a starting point for strategy development
- before starting a tender process in large projects
- in stalled sales processes.

What do you gain from a Peripetic[®] Turn?

- Immediate room for manoeuvre within the defined solution space
- Positive energy for the team
- Long-term orientation
- Clear frame conditions for future decisions
- Key messages for internal and external communication

Which results does the workshop deliver?

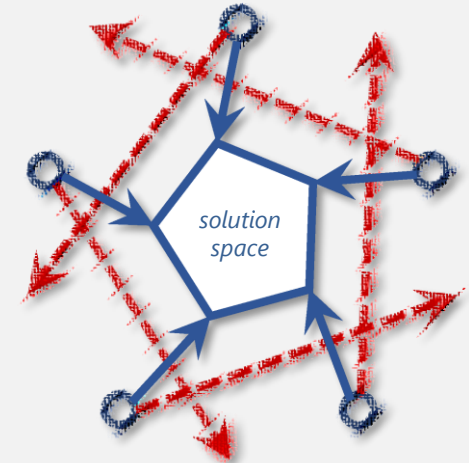
- Structured collection and evaluation of previous results
- Integration of participants' individual views
- Unanimously defined frame for future developments and solutions
- Differentiated definition of the long-term benefits
- Sorted list of future decisions and measurable criteria
- Structured roadmap and clearly define next steps

How long does a Peripetic[®] Turn workshop take?

Depending on the complexity, two to five days of teamwork.

A peripetic[®] process initiates and effectively anchors a crucial turn.

Peripety (greek peripeteia) is a reversal of circumstances, or turning point. Aristotle defines peripeteia as "a change by which the action veers round to its opposite,..." (wikipedia.org)



Your Contact

Experience

- Profound knowledge and hands on experience in development and management of complex and large-scale projects. Expertise across a variety of sectors and areas, including: construction, energy and mining, IT , wine marketing and regional (business) development.
- 20+ years experience in management consultancy and controlling, building on a strong academic education in economics and tax law. Now strictly focusing on sustainability as the foundation of innovative business development.
- Managing Partner of Martschin & Partner communication agency.

Qualification

- Graduate of the Sustainable Business Program at Hochschule St Gallen / Business School Lausanne
- Participant in the Nature Quest Austria 2016
- Graduate of the “essence of leadership“ curriculum
- Certified Senior Project Manager (IPMA Level B)
- Diploma holder of 2 year curriculum in Systemic Consulting (Wiesloch, D)
- Certified Communication Trainer and Retesting Coach

- Lecturer for project management at the University of Innsbruck for more than 10 years
- Lecturer for Project Portfolio Management and Project-Oriented organisation for the MBA in Industrial Management at the Donau-Universität Krems



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