



INSTITUTE OF  
PUBLIC  
ADMINISTRATION  
AUSTRALIA

IPAA Victoria presents

# get CONNECTED



Change the way  
government works  
together

Today's public service often relies on working with several government departments to get big ideas to happen. This means that public servants need the skills to collaborate, influence and network. These skills can be the key to obtaining the right knowledge and resources to successfully implement a policy or project.

In this highly interactive course featuring Open Space Technology, you will master the art of building internal and external networks to achieve project outcomes.

*vision  
leadership  
innovation*

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## FACILITATORS



**Ron Gibson**

Director, GoNetworking

Ron is one of Australia's foremost networkers. He is well sought after as a keynote speaker and trainer for the public and private sectors throughout Australia. IPAA Victoria participants will remember Ron's contribution to Connecting People & Ideas: Emerging Leaders Forum – his introduction to personal networking was one of the forum's great talking points.

Ron spent 18 years managing people for Australia's leading importer and distributor of fine china, glass and kitchenware products including the famous brands Wedgwood and Waterford. During this period, Ron traveled the world extensively; attending industry-related gatherings where building relationships was the key objective.

With a passion for meeting new people and turning these meetings into productive working relationships, Ron learned, practised and mastered the art and skill of personal networking – a highly effective tool for working across government.



**Sebastian Salicru**

Business Psychologist  
PT Professional Consulting  
& Training Services

Sebastian has 15 years organisational learning and development experience and is a ground-breaking specialist in the area of workplace innovation. He helps private and public service organisations develop innovation strategies, manage change and improve employees' personal effectiveness at a strategic level.

He will facilitate strategic and operational collaboration using Open Space Technology, a unique way to understand and generate ideas, form partnerships, make decisions and get the job done.

Sebastian is co-designer of the Business Creativity & Innovation Framework, drawing on expertise derived from his Master of Science degree in Creativity at the State University of New York.

## GUEST SPEAKER



**Meredith Sussex**

Coordinator-General, Infrastructure  
Department of Infrastructure

**Integrated service delivery in  
public transport and land use**

The Office of Coordinator-General, Infrastructure (OCGI) was established in August 2006. Its primary focus is on transport and land use policy, strategy, review and coordination between public transport, roads, ports, and planning. As Coordinator-General, Meredith drives OCGI's linkage and leadership role across Departments, agencies and stakeholders.

Meredith's previous role was as Executive Director, Office of Commonwealth Games Coordination.

*vision  
leadership knowledge  
innovation*

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This one-day master-class will enhance your proficiency at working across government and with external partners.

## YOU WILL LEARN HOW TO

- >> Form strategic alliances which advance your future goals
- >> Identify key internal & external stakeholders
- >> Use across government collaboration to get things done
- >> Negotiate shared outcomes
- >> Build an advocate network; solve problems and find answers using your network
- >> Target and enlist the right people you need for your project to succeed
- >> Test the attraction of your ideas
- >> Make compelling and thoughtful invitations that gain trust from others and are conducive to action
- >> Set a networking strategy
- >> Develop a networking mindset
- >> Develop confidence and build conversation skills
- >> Convert network contacts into powerful collaborative partnerships and alliances

## THIS COURSE FEATURES

### Open Space Technology (OST)

- >> A new way to understand and create ideas, form partnerships, make decisions and get complex jobs done quickly
- >> A highly consultative and democratic meeting process where participants create and manage their own agenda of issues important to them
- >> A way to test your ideas and find those people most capable of making them work

## The Institute of Public Administration in Victoria (IPAA Victoria)

This briefing is presented by the Institute of Public Administration Australia (IPAA in Victoria), the peak professional body for the public sector in Australia, specialising in the delivery of niche professional development programs, publications and research.

## WORKSHOP

Friday 5 October 2007

9.00 am – 4.15 pm

Ballroom

Hilton on the Park

192 Wellington Parade

East Melbourne

Registration includes course materials, morning tea, lunch and afternoon tea.

*knowledge* *VISION*  
*leadership*  
*innovation*

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ABN 49012662861  
Date of Issue: August 2007

Friday 5 October  
9.00 am - 4.15 pm  
Ballroom, Hilton on the Park  
192 Wellington Parade East Melbourne

## REGISTRATION & TAX INVOICE

<input type="checkbox"/> Personal IPAA Victoria Member	\$440.00 inc. GST
<input type="checkbox"/> Corporate IPAA Victoria Member	\$550.00 inc. GST
<input type="checkbox"/> Non Member	\$770.00 inc. GST

### PARTICIPANT DETAILS

NAME \_\_\_\_\_  
POSITION/TITLE \_\_\_\_\_  
ORGANISATION \_\_\_\_\_  
DEPARTMENT/DIVISION \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
TELEPHONE \_\_\_\_\_ FAX \_\_\_\_\_  
EMAIL (for registration confirmation) \_\_\_\_\_  
SPECIAL NEEDS (diet, access, etc) \_\_\_\_\_

### PAYMENT TERMS

7 days from registration. To secure your place, complete payment details below. Please take care with selection of membership category and payment arrangements as refunds for double payments incur a 50% administration fee.

### PAYMENT OPTIONS

Please indicate on all payment advice the participant's surname and reference number NW107

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### SEND REGISTRATION

Fax IPAA Victoria (03) 9620 9766  
Post IPAA Victoria, PO Box 314, Collins Street West, Melbourne, Victoria 8007  
For more information contact us on (03) 9620 9566 or [events@vic.ipaa.org.au](mailto:events@vic.ipaa.org.au)  
Places are limited - book early to avoid disappointment.

### CANCELLATIONS/TRANSFERS

The Institute requests 10 working days notice in writing of cancellations or transfers for refunds. Refunds incur a 50% administration fee. Substitute attendees are welcome at any time. Please advise IPAA Victoria of the substitute attendee in writing before the event.

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