



# Think funky

Anders Sorman-Nilsson

www.thinque.com.au  
+61 2 8006 2196  
sales@thinque.com.au



A reformed Australian-trained lawyer, Anders is the front facilitator at Thinque. He is an expert in Funky Thinking and its application as a problem-solving methodology in 21st Century business.

Anders is a maverick thought leader on how organisations and individuals can funky up their thinking, synthesize thinking diversity, and future-proof their business brains in a world that is just a little out of whack. He facilitates think tanks that get cross-generational teams to fire on all cylinders, inoculate Gen Y with emotional intelligence, identify organisational thinking blindspots, and teach management funky problem-solving skills to maximise their Return On Thinking.

Anders holds a BA / LLB (Hons) and a GDLP from the Australian National University, and a Specialisation in International Law from the University of Vienna. He is an accredited facilitator of the Herrmann Brain Dominance Indicator, Genos Emotional Intelligence, and Myers-Briggs Type Indicator. Anders is the author of the Gen Y 2.0 Lime Green Paper: moving from awareness to funky solutions, 7 Career Mistakes You Must Avoid (ebook), and his book 'Think Funky: positioning your business brains in a whacky world' is due for release in 2008.

These clients have recently been booking Anders:

MACQUARIE BANK

ANZ BANK

OPTUS

MINTER ELLISON

AMGEN

MTV NETWORKS

WELLA

ZEE ENTERTAINMENT (INDIA)

NUTRICIA

FINITY ACTUARIES

REACTIVE MEDIA

TEC

CEO INSTITUTE

SYDNEY ROOSTERS

PENRITH PANTHERS

THE RECRUITMENT AND  
CONSULTING SERVICES  
ASSOCIATION

AUSTRALIAN LEGAL PRACTICE  
MANAGERS ASSOCIATION

QUEENSLAND HEALTH

DEPARTMENT OF EDUCATION  
AND TRAINING

SAP

## Keynotes/Breakouts/Workshops

### Think Funky or be defunked

- Innovation and inspiration

### Gen Y 2.0: from awareness to funky solutions

- Diversity, employment branding and cross-generational teambuilding

### Mental Graffiti: how to bring sexy back to XYZ Industry

- Branding

### Gapminder 2.0: maximising your Return on Thinking from your cross-generational brain trust

- Emotional intelligence and thinking styles

### Upsmart Your Business Etiquette (Gen Y Induction)

- Emotional intelligence and motivation



## Workshop/ Seminar ( using psychometric indicators)

Solution	Thinking upgrade: How to funky up your thinking and connect with your team
Problem/ Opportunity	Does your workplace embrace diversity and difference? Does your learning and development program recognise unique talents? Do you have a scattergun approach to problem-solving and team building?
What's in it for me/us?	Analytical data to map thinking (HBDI®), personality (MBTI®) and emotional intelligence (GENOS EI®) strengths and blindspots Paradigm shifting problem-solving tools Individual and team comprehension of diversity and the power of perspective
How?	Offsite team building 1/2 Day workshops
Ideal Audience?	Front-line managers and future leaders' groups Leadership and management groups

## Facilitated Team Building and Problem-Solving Workshop (using psychometric indicators)

Solution	Gapminder: firing on all generational cylinders
Problem/ Opportunity	Is your workplace among the 90% suffering from inter-generational tension? Are you fighting a losing battle in the war for talent? What is mis-communication costing your business?
What's in it for me/us?	Cross-generational teams that fire on all generational cylinders Effective communication and soft skills Talent retention, integration of gen y, gen x and baby boomers (cross-pollination of ideas)
How?	In-house training program integrated with your (future) leader's/ talent retention program Off-site team bonding
Ideal Audience?	Cross-generational teams Future leadership teams and top talent

## Seminar

Solution	Generation Y Managing Up
Problem/ Opportunity	Do your Gen Y staff lack communication skills? Are they impatient, low on emotional intelligence, or over-estimating their own experience? What's Gen Y turnover costing your business every year?
What's in it for me/us?	Staff loyalty and attitude of reciprocity Emotionally Intelligent Gen Ys Inter-generational communication efficiency
How?	1-day workshop Mini session possible via lunch-n-learn or 1/2 day work off-site workshop
Ideal Audience?	Gen Y



## Anders Sorman Nilsson - Bio

Anders Sorman-Nilsson was born in Stockholm, Sweden and is a true Generation Y spokesman (some would say Devil's Advocate). A reformed Australian-trained lawyer, he is now the principal facilitator and coach at Thinque. Having been brought up as an independent thinker in a multicultural setting, Anders' passion lays with Funky Thinking™ as a platform and as a tool to facilitate change and progress in teams and individuals. In his presentations, Anders communicates a synthesized smorgasbord of perspectives, angles and opportunities to challenge existing boundaries and develop talent, progressiveness and innovation.

Anders completed his major studies at the Australian National University on an international scholarship, and holds an Honours Degree in Law, a Graduate Diploma in Legal Practice, and a Bachelor's Degree in Arts (International Relations) from the A.N.U., as well as a Specialisation in the Law Governing International Relations from the University of Vienna, Austria. During his University studies, Anders spoke at a number of International Youth Leadership Conferences around the world, and was awarded 'Best Speaker' at the Vienna Model United Nations Conference by former Secretary-General of the UN, Kurt Waldheim.

In his role at Thinque, Anders has co-designed the cutting-edge programs Generation Y + Generation X + Baby Boomers = Generation Talent<sup>3</sup>™ and Whole Mind Commu-

nications: Integrating IQ and EQ™. He helps organizations overcome the talent crisis by engaging the 3 Es – enthusiasm, expertise and experience – of the three generations in today's workplace, thereby harnessing each generation's unique talents so that organizations can fire on all generational cylinders. Anders' fundamental belief is that organizations need to move from generational collision to generational collaboration in order to become true talent incubators, and he uses his Funky Thinking™ methodology to help them on this path.

Anders has been interviewed by ABC and SBS Radio, and has featured in Australian, Swedish and Austrian magazines. He has authored numerous articles, is the author of the popular personal development blog - the Thinque Tanque (<http://www.thinque.com.au/blog>), and is featuring in the 2007 book 'Secrets of Great Success Coaches Exposed' by Dale Beaumont. He is a Board Member of the Swedish-Australian Chamber of Commerce, Young Professionals Division.

Anders lives in Balmoral, Sydney where he enjoys a great life. When he's not working, Anders is a keen skier and jogger, and takes every opportunity to travel to new places around the world. Having learnt to appreciate cricket in the last few years, he enjoys a quiet afternoon with a book on the couch in front of a test match.

## Testimonials

*'Everything you have done has been done with a great deal of preparation and great deal of recognition of what we wanted! It stopped us to think the way which is comfortable and go into another place which is for the betterment of the group'*

Andrew Harding, Executive Director, Head of Legal Risk Management, Macquarie Bank

*'Anders is an extremely professional bloke. The training project we engaged him for was enlightening and equipped the players with a new way of going forward'*

Brad Fittler, Sydney Roosters Coach

*'It has been a pleasure working with you and the workshop has been a great success.'*

Martine Ritsema, HR, Nutricia

*'Anders is the GURU of Funk. His keynote rocks. I booked him to speak at our annual winter conference and he rocked the room. Sharp, funny, focussed and funky. Book him for your next event.'*

Matt Church CSP, CEO of Thought Leaders

*'Thank you very much for all your hard work and enthusiasm that went beyond your presentation to assisting in the co-ordination of the activities and ensuring it all fitted together. It was very much appreciated and a very polished and professional seminar.'*

Julia Mathison, Legal Risk Management Division, Macquarie Bank

*'A success. Your words were inspirational for the boys and for the parents. The manner in which you engaged over 500 people was quite remarkable'*

Simon Murray, Headmaster, Canberra Grammar School

*'I want to thank you for a highly energetic, stimulating and thought-provoking presentation. You encouraged a high level of connectedness with your audience'*

Mike Sullivan, TEC, Melbourne



## How would your company be different if ...

1. You knew how to effectively map your organisational brain trust and position your business brains for a competitive advantage?
2. Your leadership group and cross-generational staff were able to connect across disconnects?
3. Your employment brand and HR strategy made it easy to attract, engage and retain your top talent?
4. You could proactively prevent your employees from spiralling down into the land of negativity and instead found it easy to get them onto an empowered path?
5. Your talent knew how to funky up their thinking and employ street smart psychology to perform at their peak?
6. Your managers were leading talent incubators?
7. You were able to turn the question-marks about maintaining performance and boosting innovation into the future into exclamation marks?



## Presentation Topics

**What will change as a result of the presentation?**

### Innovation and Inspiration

‘Think Funky Or Be Defunct: maximising your return on thinking in a world that is out whack’

Innovate or die. The only way to gain and sustain market share is to INNOVATE for growth.

Funky Thinking is an elevated problem-solving methodology that is like a satellite imaging system. It identifies thinking strengths and thinking clouds of an organisation, helps them map their inter-generational business brains and gives them a GPS reading on how to optimally position their brain trust in order to navigate the business landscape of the future.

#### Getting organisations to adopt an innovation mind-set

- Your staff will learn how to position/brand their business brains internally and externally to maximise your returns
- The participants will learn a suite of tools to bring innovation and implementation into their every-day work-life

### Emotional intelligence and Thinking Styles

‘Gapminder 2.0: maximising your Return on Thinking from your cross-generational brain trust’

Is perfectly suited to leading thinkers within the HR, LnD and Senior Executives community, whose ambition it is to facilitate high-performing, engaged and innovative cross-generational teams in corporate Australia.

#### Getting organizations to fire on all generational cylinders

- Your teams will learn how to quickly diffuse conflict and difficult situations, while becoming aware of key behaviours that nurture cross-pollination and implementation of fresh ideas
- The participants will learn how to turbocharge their thinking in order to creatively and collaboratively solve business problems

### Branding/ Personal Bra(i)nding

‘Mental Graffiti: how to bring sexy back to XYZ Industry’

The world has changed and it’s a little out of whack. Things ‘ain’t the way they used to be’ and that is exactly how they are meant to be. Kids are excelling in 2nd life, but flunking in first life, Maslow’s needs hierarchy has been flipped on its head and Australian rugby league players are now metrosexuals. How is your brain keeping up?

All the old rules have been broken and what used to make your business successful is no longer sufficient.

#### Turning your staff into brand evangelists

- Your staff will learn how to optimally position what they do to maximise your returns
- Your front-line staff will learn how to communicate your brand essence to your clients/prospects on a whole new level



## **Diversity, Employment Branding and Cross-Generational Teambuilding**

‘Gen Y 2.0: from awareness to funky solutions’

The war for talent is over. Talent has won.

Designed for HR, L&D and senior executives who want to know how to overcome the talent crisis and proactively foster a collaborative cross-generational culture by getting through to Generation Y.

### **Turning managers into Generation Y talent incubators**

- Your managers will learn how to ‘get them’, ‘keep them’, and ‘engage them’ while turning ‘talent’ and potential into performance and competence
- Your managers will learn preventative retention strategies that motivate Gen Y and build your employer brand Emotional Intelligence and Motivation

## **‘Upsmart Your Business Etiquette (Gen Y Induction)’**

Designed for young professionals and graduates, this presentation delivers pragmatic tools, unique perspectives and exercises to facilitate the participants’ career growth, and a pit-stop emotional intelligence tune-up.

### **Turning Generation Y into loyal performers**

- Your Generation Y staff will learn how to excel in their work, communicate astutely in diverse settings and take on more responsibility
- Your Generation Y talent will learn how to ‘manage up’ and increase their productivity by connecting across generational disconnects



## UnSpeaker: 5 things Anders does not do

No. Two letters. A word that transcends every language. A word that is simple to enunciate, but sometimes hard to say.  
No closes doors. But when used to break convention, it opens many more.

No, Anders will NOT:

Compromise ideas for risk-averse/ back-ward looking clients

Do it the way everyone else does it

Give in to mass-market vanillaism

Be a square peg in a square hole

Respect the status quo

Anders does not say NO because he is a mental graffiti artist fed up with the system, but because of the simple reason that he is obsessed with helping his clients maximise their Return on Thinking. NO is for the purpose of getting better results, breaking conventions and creating the ultimate unConference experiences.

## Nom du guerre - Funky Thinker

Anders is hired by organisations like MTV Networks, Macquarie Bank, ANZ Bank, Singtel Optus, Zee Entertainment Enterprises, and the Sydney Roosters to run innovative and thought-provoking programs because he is different - an agent provocateur - who catalyses funky thinking and breaks defunct thinking patterns.

## Here is how Anders' NO translates into your success as an unConference Planner/ Bureaux

No 16 point, information-obese 1980s power point slides

No quoting of dead, white old guys

No cliched, cookie cutter 'heard-it-all-before' motivational stories

Just simple, unexpected, concrete, credible, and emotive stories and messages made to stick!

**Call Thinque now to book Anders for your next event - +61 2 8060 0738**



## Fee Structure\*

Keynote:	\$ 6 000 (+GST and expenses)
Half-day Workshop/ Thinque Tanque:	\$ 7 000 (+GST and expenses) [per session for a maximum of 30, or preferential rates per head thereafter up to 50]
Full-day training:	\$ 8 000 (+GST and expenses) [per session for a maximum of 30, or preferential rates per head thereafter up to 50]
International Rates: excluding New Zealand	\$ 7 500 (+GST and expenses) Half day workshop: \$ 9 000 Full day training: \$ 10 500

\* an incentive applies for certain associations, educational institutions, and non-profit organisations

## Audio/Visual Requirements

Prior to the event, it will be important to have secured the necessary equipment and set up to ensure the most effective presentation possible. Depending on the size of the audience and venue the following may need to be considered:

1. Wireless lapel microphone if more than 20 people (an audio technician should be available prior to the presentation to ensure all in working order).
2. Cordless hand-held microphone available on a stand for questions and audience interaction.
3. Flip chart with paper. 1 flipchart when keynote role/ 2 when training and facilitation role.
4. Anders brings an Ipad to every presentation for music to add to the overall dynamics of his presentation. This operates off a 3.5 mini jack. This may need to operate through the venue sound system, and may require cables to the stage for operation.
5. Computer Data Requirements. Data-Grade Video Projection for computer output: Front or Rear Projection and screen suitable for the audience size and venue. Anders can supply his own laptop computer, however, for smooth flow of presentations, it may be necessary for his presentation to be loaded onto the event laptop in advance.
6. Table on stage (1m x 1m draped/dressed) for computer and props, located on stage left (opposite side to flip chart).
7. Lighting - Anders likes to work with as much light on the stage and in the room as possible. Where data projection is being used, it may be required to have three locations on stage spotted - stage left, right and front centre.
8. Centered steps at the front of stage.