



"This is not a theory,
this is life."

- *Hunting Territory® workshop participants*

"The Hunting Territory® – an
excellent insight into the team
psychology."

- *April 2006*

"A well-informed presentation
from someone who has
achieved so much."

- *July 2005*

"An honour to listen to
someone who is so well
respected in what he does."

- *July 2005*

Hunting Territory® theory & application

Group therapist, Olympic silver medalist, world champion and coach of Olympic champions, Dr Istvan Gorgenyi knows how to improve team performance. Corporate, sporting and non-profit organisations have all benefited from the application of his Hunting Territory® theory — the culmination of 30 years practical & theoretical research in team performance.

What can you do with the Hunting Territory®?

The Hunting Territory® theory can be applied by any leader. The Hunting Territory® provides a framework of understanding and; the skills needed by leaders at any level to enable them to achieve optimal performance from their work teams. Its simplicity and long term applicability ensures long lasting results.



- Understand the drivers of team performance
- Understand the life cycle of teams
- Recognise the barriers to team performance
- Understand workplace conflict and its role in performance
- Resolve unhealthy workplace conflict
- Anticipate and prevent unhealthy workplace conflict
- Understand how to manage teams at each stage of the team life cycle
- Learn to manage a team for optimal performance
- Disarm office politics and disruptive 'political game playing'
- Application does not rely on gimmicks or tricks
- There are no hypothetical role plays



The Hunting Territory®

Building High-Performance Teams

“ Connecting sport and business is not a new concept. Today many practitioners in the world of business have identified components of the winning culture often found in the field of sport. Dr. Istvan Gorgenyi has taken this concept to new heights through his "Hunting Territory® Theory". Following Istvan's workshop we were left not only questioning our role within the organization but more importantly we all gained a greater insight into how our behaviour impacts on other peoples ability to perform.

Istvan's workshop is highly recommended for any organization that is seeking to raise their bar to new levels. This program is innovative, self apprising and thought provoking. It does not immediately enable you to see connections it makes until you take a wider view then you appreciate its value. Once it has been achieved it will encourage organizations to view themselves with such different paradigm.”

Deidre Anderson
Chief Executive Officer
Macquarie University
Sport and Recreation

The 5 steps to performance enhancement

1. **Short presentation.** Hunting Territory Theory® is illustrated by footage of its application in real life situations in the workplace and elite sport.
2. **Small group workshop.** Immediately following the presentation discussing specific workplace issues in the Hunting Territory Framework.
3. **Diagnosis.** Identification of team life cycle and its implications for performance management.
4. **Intervention.** Specific actions and required leadership methods are quickly identified and discussed.
5. **Coaching.** Ongoing support provided leading elite sporting and corporate coach, Dr Istvan Gorgenyi to assist leaders in managing for performance.

Who can use the Hunting Territory®?

- Any manager or leader of teams in the workplace or sporting arena
- Any manager seeking better results
- Transition / merger projects
- Corporate restructuring
- Strategy implementation
- Change management projects
- Teams with poor performance
- Newly formed teams
- Workplaces with conflict / politics

For more information:

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