

IBM BusinessConnect
Realise the art of the possible.





IBM®

PREPARED TO WIN





BEN KAY

WORLD CUP WINNER IN 2003

WORLD CUP RUNNER UP IN 2007

EUROPEAN CUP WINNER IN 2001 & 2002

EUROPEAN CUP RUNNER UP IN 2007 & 2009

PREMIERSHIP WINNER IN 2000, 2001, 2002, 2007, 2009, 2010

PREMIERSHIP RUNNER UP IN 2005, 2006 & 2008

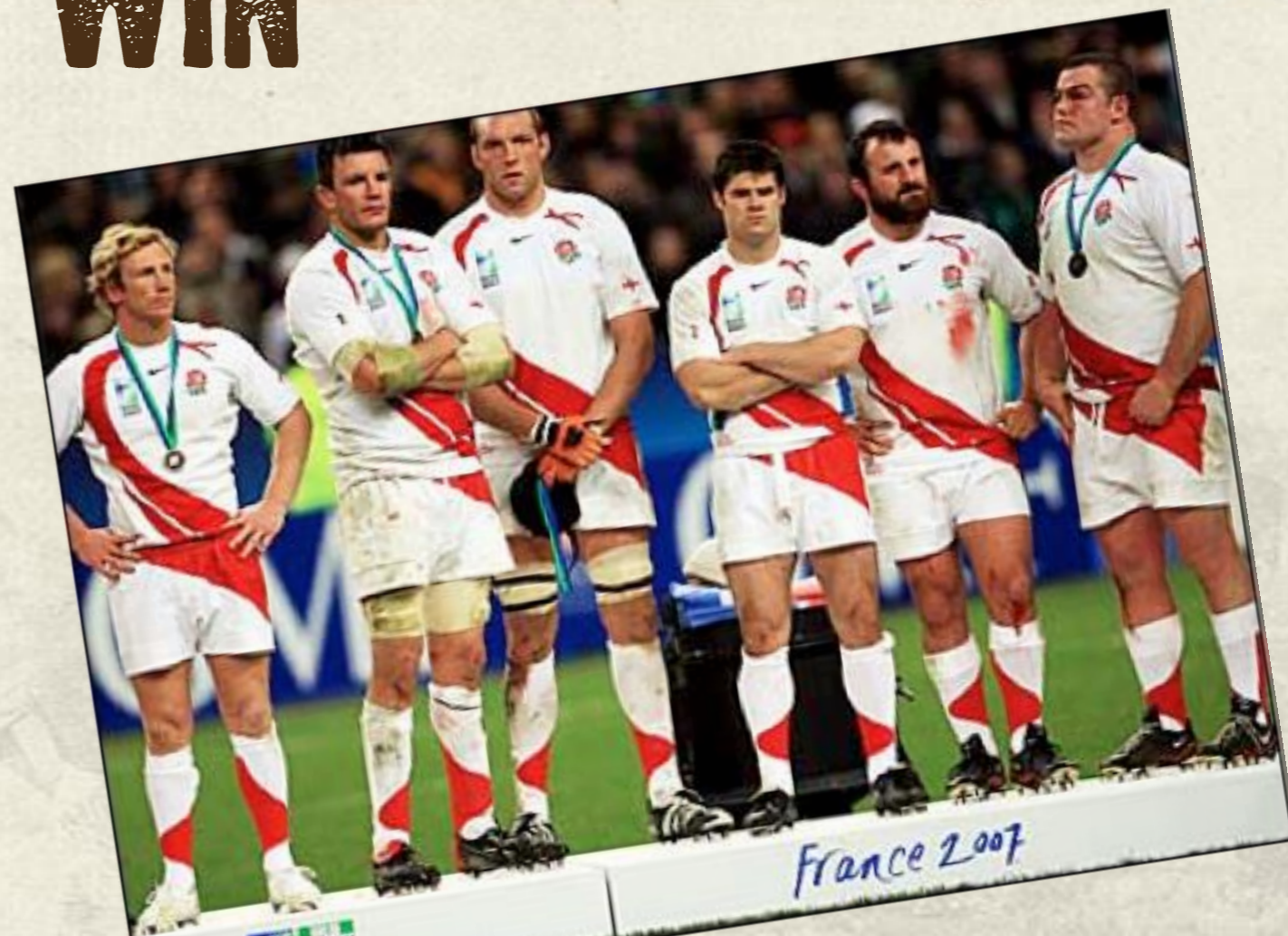
ANGLO-WELSH CUP WINNER IN 2007

ANGLO-WELSH CUP RUNNER UP IN 2008





PREPARED TO WIN



**WHAT IS THE KEY DIFFERENTIAL BETWEEN A CHAMPION SIDE
AND ONE THAT FAILS AT THE FINAL CHALLENGE?**

**A DEEPLY ENGRAINED AND UNSHAKEABLE
BELIEF**

What is the key differential between a champion side and one that fails at the final challenge?

PREPARATION

BELIEF

WHAT IS THE KEY DIFFERENTIAL BETWEEN A CHAMPION SIDE AND ONE THAT FAILS AT THE FINAL CHALLENGE?

PREPARATION

TRUST

BELIEF

COPING WITH PRESSURE (TCUP)

ADAPTABILITY

LEADERSHIP

PREPARATION

GOOD SIDE DUMPED OUT OF 1999 RWC

ACT ON MISTAKES FROM 1999

PROFILE OF A RWC WINNING SQUAD

WORLD CLASS PERFORMANCE STANDARDS

SMALL PERCENTAGES

TRUST

TOTAL TRUST IN TEAM/YOURSELF & SYSTEM

TEAMSHIP RULES

“TEAMWORK IS EVERYONE HAVING THE SAME COMMON GOALS AND HAVING TOTAL COMMITMENT TO ACHIEVING THEM.”

FITTEST TEAM

BUDDY SYSTEM

PLAYBOOK/REPETITION TRAINING/FEEDBACK

PRESSURE

“COUNTERACT PRESSURE WITH PRESSURE”

**HIGH PRESSURE ENVIRONMENT EXTERNAL STRESS
JUST BECOMES MEANINGLESS WHITE NOISE**

TRAINING INTENSITY/PERSONAL STANDARDS

WORLD CLASS PERFORMANCE STANDARDS

GO UP A GEAR WHEN UNDER PRESSURE IN GAMES

CONTROL “THE CONTROLLABLES”

ADAPTABILITY

DIFFICULT DECISIONS WHEN THINGS ARE GOING WELL

“ALWAYS TRAIN LIKE YOU ARE NUMBER 2”

IMPROVE STRENGTHS AS WELL AS WEAKNESSES

BE PREPARED TO THROW OUT THE BEST LAID PLANS

CRISIS MANAGEMENT AND OVERCOMING ADVERSITY

deal and a New Dealer strip-
ling reported to the chairman
Congressman J. Russell Town-
send of New Jersey, a Republi-
can, that a woman's voice an-
nounced the interview and that
Rosen had approved.
He introduced the
Rosen and establish-
that he did come from
by revealing a letter
committee to Mayer in
that he must appear
toll, Oct. 29, is sent.

...ing, which was
...ured him that it would
... most appropriate to excuse
... Mayer.
...ing later, was informed
... M. St. ... was actually ...

... his badge after ...
...ed on ... and ...
... badge.
... 2, 1925, ...
... ...
... to ...



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by revealing a letter
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that he must appear
toll, Oct. 29, is sent.

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assured him that it would
be most appropriate to excuse
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... of the ...

... his ... after ...
... on ... and ...
...
... 1925, ...
... ..

Reverse Angle



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can that a woman
ranged the interview
Rosen soon approved
He introduced to the
Rosen and established
that he did come from
by revealing a letter
committee to Mayer in
that he must appear
toll, Oct. 29, to testify.

...ing, ...er ...
...ured him that it would
... most appropriate to ...
... Mayer

...n, his ... after ...
...dited on
... ..

WIDE
RUGBY
2003
2nd E/T 18:59
AUS 17 17 ENG



deal and a New Dealer. Strip-ling reported to his chairman, Congressman J. Rannell Thom-son of New Jersey, a Republi-can, that a woman's voice art-ranged the interview and that Rannell soon approved. He introduced himself as Mickey Rucker and established the fact that he did come from Mr. Mayer by presenting a letter from the committee to Mayer informing him that he must appear in Washin-gton, Oct. 29, to testify.

...ing, Mayer was assured him that it would be most appropriate to excuse Mr. Mayer. Stripling later was informed that Mr. Str was actually shot at the critical of appearing as a witness on the subject of Com-munism in Hollywood, in the pres-ence of a large group of actors and book writers who have raised heckles to an art. Nevertheless on Monday, Oct. 26, he did testify. The Thomas committee made its own inquiry and was informed as follows:

...his badge after resignation. Acquitted on defense and lost the badge. Jan. 8, 1925, indicted under Government to punish for attempting to obstruct justice of Federal court, convicted, sentenced one year and fined \$1,000. March 1, 1926, Court of Appeals reversed the conviction and Appeal was granted.



ENGLAND WON THE 2003 WORLD CUP BECAUSE WE WERE THE BEST PREPARED TEAM, WITH THE STRONGEST TEAM ETHOS AND THE FLEXIBILITY TO REACT TO UNFORESEEN PROBLEMS



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