



...Working with Energy Businesses

The past decade has brought significant challenges to the Energy sector in Australia and New Zealand. One of the first countries to adopt deregulated models, New Zealand officially opened up its market to competition in 1992. Australia's market is larger and fragmented with Australian States, and also began the deregulation process in the 1990s. The challenges of competition have led to increased pressure on the way businesses and their employees operate.

Energy issues are on the top of political agendas, with the current debate around the means by which to secure our energy future. Awareness of the world's changing climate and human impact on our ecosystems is greater than ever. Decisions will need to be made so as action can be taken which moves us forward into a lower emissions future. These have significant impact on Energy businesses.

There is little doubt the "mining boom" and significant residential and commercial development has put great pressure on this sector to deliver results quickly. The lure of the bigger dollar from the Mining and Construction sectors creates ongoing challenges for many Energy Providers building and maintaining a skilled workforce.

The Energy sector in modern Australia and New Zealand faces enormous challenges. There are pressures to conform with raising environmental standards, pressures to maintain and increase production, pressures to perform efficiently, and risks to pricing in the new regime of competitive markets, and legislative requirements to introduce better document management systems, all of which need to be meticulously managed. Energy businesses are also faced with numerous projects to manage – projects to expand the distribution network, information technology and many others.

Priority Management

... working with Energy businesses across Australia and New Zealand

- ⇒ Priority Management has worked for many years with the Energy Sector in every Australian state and in New Zealand to help them:
- ⇒ Provide skills to Employees to manage their time more productively, manage their emails and other information more effectively and hence be more stable and less stressed;
- ⇒ Use new technology mobile devices like Blackberries easily and effectively;
- ⇒ Manage major and minor projects on time, on budget, every time;
- ⇒ Coach their staff to improve individual and team performance, improve influencing and communication skills; and acquire negotiating skills that provide lasting win-win outcomes;
- ⇒ Improve Customer Service and a wide range of selling skills to assist in business enterprises and customer contact areas.



What Energy employees say...

I expected to learn how to make better use of Lotus Notes. I came away with a whole new framework for managing the information that crosses my desk each day. Not only have I freed up an hour a day of work time, I have significantly reduced my "mind traffic" with a single consolidated to-do list and a mechanism to get back information when I need it. Priority Management has some great tools that will put you back in control of your day.

Anthony Whiteaker Western Power

The most useful program I have attended. Topics were extremely beneficial and I will be utilising all functions in my job.

Shakara Applewaite, Ergon Energy

Very informative, extremely useful information and processes

Maree Malcolm, Powercor

Learning how to make outlook work for me! Did not realise how many things I didn't know!

Meredith Bowden, TRU Energy

Until today, a day in the office was dictated by my inbox now I will be using my calendar and task planning to manage.

Bob Rafter, Ergon Energy

Great course – I will change the way I action events within my team.

Mark Barclay, Energy Australia

This information will assist me greatly.

Bruce Currey, Energy Australia

More efficiency, more communication will help the organisation.

Ross Darrigan, APA Group

Well presented and provided information that is easy to implement in the workplace. I'm looking forward to being able to move emails to calendar or tasks to better manage time/priorities

Sue Bock, Tarong Energy

Projects and tasks will be completed on time and effectively

Viknes Sivalingam, APA Group

Gives a good framework and tools to take a project through its entire life cycle, so will make me more capable of doing every aspect well. The planning and execution is going to be the most beneficial.

Terry Little, AGL

Better personal management skills and work management skills to better perform my job within the time constraints. Learning about the calendar and how to manage interruptions was the most beneficial.

Evan Young, Ensign International Energy Services Pty Ltd

The training helped me to use Outlook to its fullest benefits. All of it was beneficial, especially the management of tasks and contacts. Very interesting. I can use lots of things I learnt for business and personal.

Kathy Aforozis, Ensign International Energy Services Pty Ltd

I achieved a better understanding of Outlook and how to use it more effectively. Most beneficial was setting up Outlook and tasks and being better able to set and communicate commitments. Very good quality materials and system and a good mix of presentation and practical work.

Sam Giles, Origin Energy

Excellent, Very informative, I now understand the task function & how to effectively manage day to day schedules

Kylie deZotti, Powerlink

Some Energy Organisations who have worked with Priority Management...

Agility (NSW)
AGL
APA Group
BP
Caltex
Citipower (Vic)
Energy Australia
Ensign (SA)

Ergon Energy (Qld)
Genesis Energy Ltd (NZ)
Integral Energy (NSW)
Macquarie Generation (NSW)
Origin (SA)
Powercor (Vic)
Powerlink (Qld)

Sparq Solutions (Qld)
Tarong Energy (Qld)
Transgrid (NSW)
Transpower (NZ)
TRU Energy (Vic)
Snowy Hydro Electric (NSW)
Vector Ltd (NZ)
Western Power (WA)