Momentum

Industrial Strength Professional Development

Most development programmes improve understanding.
Very few change what people actually do.

Momentum supports managers and expert leads under real delivery pressure.

When Momentum is the right fit

Teams under delivery pressure
Decisions slow down or get escalated
Strong expertise, weak alignment
Training works in the room, not in practice

What changes

Decisions get made faster
Trade-offs are clearer
Communication becomes shorter and sharper
Work moves without constant escalation

Momentum is not a large program by default.

It is a small system designed for the space where training is too light and executive programs are too heavy.



4–8 people, 2–3 months, visible behavioural shift within weeks



	Seminar	Momentum	Executive programme
Primary objective	Transfer knowledge and introduce new skills	Turn learning into visible decisions in live work	Transform leadership and organisational systems
Format	Single intervention (1 day)	Multi-week cadence tied to real work, with visible follow-through between sessions	6–12 month structured programme
Time to impact	Immediate, short-lived	Visible within weeks	Months to years
Typical outcome	Understanding and initial application	Decisions change, behaviours follow, and results become visible	Structural or cultural transformation
Typical participants	Broad audience, mixed seniority	Managers and expert leads accountable for delivery	Senior leadership and transformation sponsors

For our approach to training visit **www.tomaszykan.cz/momentum**

Momentum is built around 4 core principles.

We focus on a limited number of capabilities that shape P&L and execution quality.

01	02	03	04
Business fundamentals	**Stretch**	**Momentum Format**	**AI-augmented**
Focus on core skills that move P&L, priorities and accountability	**Apply deliberate pressure in real decisions, not simulations**	**Create working rhythm that makes regression harder than progress**	**Use AI as quiet cognitive support embedded into daily work**

Executive Presence

Executive presence is the ability to remain credible and composed when expertise alone is no longer enough. It directly affects trust, and alignment at senior levels.

/ Clarity without overexplaining
/ Authority without formal power
/ High stakes conversations
/ Calm when challenged

Misinterpretation risk
Frequently mistaken for presentation skills. When taught as performance, it creates noise instead of trust.

Stakeholder Management

Ability to move work across competing interests, incentives, and constraints. This capability shapes execution far more than formal plans. It directly affects delivery timelines and decision quality.

/ Navigating conflicting priorities
/ Framing trade-offs
/ Giving / Receiving critical feedback
/ Selling progress
/ Securing commitment

Misinterpretation risk
Often reduced to communication techniques. When treated tactically, it avoids conflict instead of resolving it.

Data Storytelling

Ability to translate analysis into a decision. Its impact is measurable in faster alignment, better prioritization, and reduced rework. It multiplies the value of analytical, technical, and AI-enabled work.

/ Structure complex problems
/ Identify governing question
/ Drive action, not information
/ Visualise for decisions

Misinterpretation risk
Often reduced to slide-making or visualization technique. When taught as output, it produces information instead of action.

Client-Facing Consulting Skills

Consulting skills shape how experts work in presale and complex client situations. They help them move from explaining solutions to diagnosing needs, framing trade-offs, and guiding the next decision.

/ Structuring client problems
/ Diagnosing before proposing
/ Co-creating practical solutions
/ Adapting recommendations to context

Misinterpretation risk
Often reduced to proposal writing or sales techniques which create polish without real insight.

Is this the right fit?

Momentum delivers visible change within weeks, without the overhead of large-scale transformation.

1. **Isn't Momentum just another training with nicer packaging?**

   Training transfers knowledge. Momentum is built for what happens after. If people return to work and nothing changes, Momentum has failed, regardless of how good the workshop was.

2. **How is this different from coaching programs we already run?**

   Coaching works with individuals. It helps them think, reflect, and adjust their behaviour.

   Momentum focuses on how that work shows up in real delivery. It links preparation before key situations, action under pressure and follow-through, so progress doesn't rely on individual discipline alone. Without that connection, coaching often stays personal. With it, it starts to change how work actually moves.

4. **How do you measure impact?**

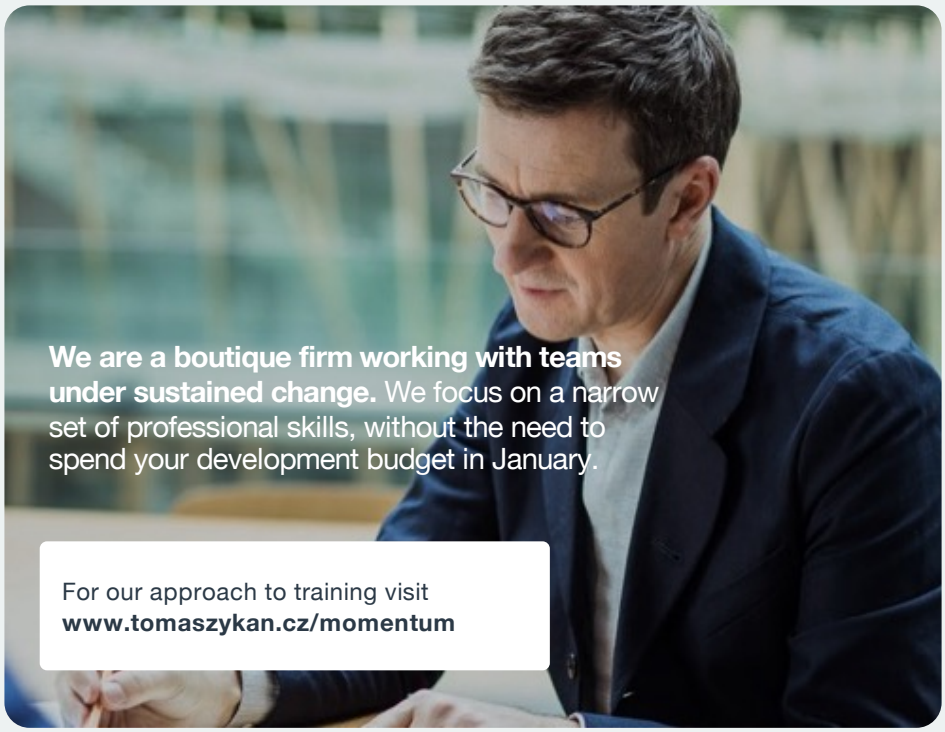
   We track behaviour and decisions at agreed milestones. Clear performance expectations, sponsor engagement, and disciplined follow-through. Without these, any development underperforms.

5. **What typically goes wrong if Momentum fails?**

   Usually the problem is not the content. It is loss of ownership. If managers disengage, priorities drift, or live work is replaced by safe simulations, the programme loses its edge.

6. **Do we need to take Momentum as a full package?**

   Momentum is not a package but a working model. We often start with a pilot, combine it with existing programmes, or build around what already works. The goal is not to replace your system, but to make it move.



Momentum is a recent programme. **It builds on work delivered over many years of engagements in leadership, consulting, and change.**

T-Mobile, ČSOB, PPF Group, EmbedIT, Adastra Business Consulting, Trask, České Radiokomunikace, Moneta, Raiffeisen Bank, Moneta, Metrostav