



**17 - 21 NOVEMBER 2013**  
**GULF HOTEL**  
**MANAMA**  
**BAHRAIN**



**EXCLUSIVE TAKEAWAY**  
for early bird bookings

Prof. Dominic's much awaited **NEW Book!**  
*"Behavioral Safety: A Framework for Success"*  
**WORTH US\$65**

## COURSE OVERVIEW

### IMPROVE YOUR BBS PROCESS TO REALIZE ZERO INJURIES!

**B-Safe®** Our IOSH award winning behavior-based safety process, B-Safe® has a 'Blue Chip' pedigree. Born in the UK construction industry with funded research from the British Health & Safety Executive (OSHA equivalent) in the early 1990's, our clients have consistently achieved 40-75% reductions in injuries within the first 12 months of operation.

### THIS WORKSHOP CONSISTS OF TWO PARTS:



#### Part 1: Successful Safety Leadership (Day 1)

Effective Leadership from the management team is a key feature of a positive safety culture as it determines how everybody else in the organisation will view and act upon safety issues.

Unfortunately, safety management is not a field that excites many managers and executives. Attending to safety issues tends to be seen as something that is required by legislature, is boring and has little 'glamour' attached to it, rather than as something that will be seen to contribute to profit and competitiveness.

Safety Leadership is one of the major challengers in today's world. Although many think that leaders are born, not made, anyone can be a better leader.



#### Part 2: Behavioral Based Safety (Day 2 - Day 5)

If you or your company are just embarking on a Behavioral Safety process, are currently in the initial stages, or looking for ways to maintain your current process you will learn all about behavioral safety and the steps involved in its implementation and maintenance. Led by leading world expert, Prof. Dominic Cooper, this informative workshop will answer many practical questions.

#### Sample of Results by Industry

*BSMS's consulting practices produce measurable and sustainable results that add value to our clients bottom line profits. Typical results are presented in the table below.*

Activity	Man Hours	Safety Performance Pre-Intervention (per 200,000 hrs)	Safety Performance Post-Intervention (per 200,000 hrs)	\$ Value Added (approx.)
LNG Construction	19,410,000	Total Recordable Case Rate =0.66 Lost Time Injury Rate = 0.13	Total Recordable Case Rate= 0.15 Lost Time Injury Rate = 0.03	\$25,500,000
LNG Operator	10,543,250	Total Recordable Injury Rate=0.5 Lost Time Injury Rate=0.21	Total Recordable Injury Rate=0.25 Lost Time Injury Rate= 0.07	\$17,132,781
Construction	8,622,000	Total Recordable Injury Rate=0.34	Total Recordable Injury Rate=0.06	\$14,010,750
Titanium Dioxide	5,000,000	Lost Workday Injury Rate = 2.7	Lost Workday Injury Rate = 0.0	\$11,000,000
Manufacturing	4,320,000	Total Recordable Injury Rate=5.68	Total Recordable Injury Rate=1.2	\$7,020,000
Hydrocarbon Processing	400,000	Total Recordable Injury Rate = 3.0	Total Recordable Injury Rate = 0.0	\$4,000,000 injury reductions + 32% Insurance Premium Reductions + \$500k/yr from 5te/Hr steam savings
Paper	3,500,000	Total Recordable Injury Rate = 0.60	Total Recordable Injury Rate = 0.12	\$4,565,000
Foods	1,680,000	Total Recordable Injury Rate=9.8 Lost Time Injury Rate = 1.0	Total Recordable Injury Rate=4.2 Lost Time Injury Rate = 0.0	\$2,730,000
Paints	826,666	Total Recordable Injury Rate=2.0	Total Recordable Injury Rate=0.5	\$1,408,333
Agrichemicals	800,000	Total Recordable Injury Rate=2.3	Total Recordable Injury Rate=0.75	\$1,300,000

*The average Return on Investment (ROI) from a BSMS intervention is approximately \$65 per employee, per 40 hour week, in direct injury reduction costs. This figure excludes additional savings arising from reduced operating costs.*

## YOUR INTERNATIONAL COURSE FACILITATOR



**Prof. Dominic Cooper**  
*C.Psychol C.FIOSH*

**CEO**  
**BSMS Inc**

### PROFILE

One of the world's leading authorities in Behavioral Safety, Prof. Cooper is both a Business Psychologist and a Safety Professional who has implemented behavior-based processes internationally for over 20 years. A past Professor at Indiana University, he has written 6 business books and over 150 articles on Behavioral Safety, Safety Culture change, and Safety Leadership.

Much more than an academic, Dr. Cooper has worked shoulder to shoulder, on-site with frontline managers and employees, creating and fine-tuning the most effective Behavioral Safety process available. As the CEO of his behavioral consulting firm B-Safe Management Solutions, Dr. Cooper is actively engaged with clients, is an internationally known speaker, and is a member of several professional organizations.

Dr. Cooper developed B-Safe®, an award winning Behavioral Safety process, and co-founded BSMS Inc, an international behavior-based safety consulting firm operating in the Americas, Africa, Asia, Australasia, Europe, and the Middle East. His clients consistently achieve world class safety performance.

Dr. Cooper continues to innovate and refine Behavioral Safety by actively working as an on-site consultant and project manager. He maintains his grounding in real-world safety issues by participating in, and managing, multi-consultant, multi-site projects on Behavioral Safety, Safety Culture improvement, and Safety Leadership.

#### Professional Qualifications:

- Ph.D. from the University of Manchester Institute of Science and Technology (UMIST)
- Chartered Psychologist, Associate Fellow of the British Psychological Society (BPS)
- Chartered Fellow of the Institute of Occupational Safety & Health (IOSH)
- Member of American Society of Safety Engineers (ASSE)
- Member of the Society of Petroleum Engineers (SPE)

# BBS & SAFETY LEADERSHIP

Creating A World Class Safety Culture  
With Behavioral Safety

## COURSE CONTENT - PART ONE

### DAY1 SUCCESSFUL SAFETY LEADERSHIP

**Successful Safety Leadership<sup>SM</sup>** is a practical 'one-day' training course that is both challenging and highly interactive. Rooted in a 'results-based' focus, each action-oriented, skill-building exercise is designed to help you and your organisation get the safety results you want and need.

Using proven and validated techniques, you will learn how to apply the qualities exhibited by extraordinary business leaders to your company's safety processes.

You will benefit by learning tips and techniques that will increase your competence and confidence when influencing safety in your organisation.

#### THIS WORKSHOP HELPS DELEGATES TO:

- Understand the real impact of safety leadership on employee behavior
  - Case study of longitudinal research
- Understand the leadership qualities of extraordinary business leaders
  - Research findings
- Learn how to transform yourself in an extraordinary leader of safety
  - Application of the principles to your organisation

#### OUTCOME:

- Participants will be able to
  - know the difference between leaders and managers
  - know the attributes of extraordinary leaders
  - know which areas of leadership they can personally improve to become a successful leader
- Become a better communicator
  - Exploring how to 'really' communicate with those you want to influence
- Participants will be able to
  - Understand the effects of communications
  - Understand how they can be improved
  - Understand how to give feedback
- Learn how to Inspire Others
  - Understand the role of an inspirational safety leader in influencing followers towards the company's vision of success
  - Understand the process of strategic planning and recognize the value of a vision for success
  - Provide the tools for developing a vision of safety and action plan for participants' own workgroup

### IMPROVE YOUR BBS PROCESS TO REALIZE ZERO

Some Behavioral Safety Processes can take many years to truly impact injury rates while others can take 12-24 months to get you to Zero. The Behavioral Safety Maturity Ladder shows that increasing ownership and coverage leads to greater injury reduction. Based on extensive empirical research, each level has been shown to exert an ever-increasing impact on injury rates.



An excellent way for companies to measure their progress, the Maturity Ladder represents the five possible maturity levels of Behavioral Safety processes in organizations. These range from Beginning (Level 1) to Excelling (Level 5)



### WHY THIS EVENT

The aim of this interactive workshop is to provide you with new skills critical to the management of safety and other business activities such as quality and productivity.

After attending this workshop, you will leave fully armed with the knowledge needed to introduce behavioral safety into your organization.

The combination of interactive presentations, hands-on exercises and open discussion groups along with real case studies, ensures you will obtain maximum value from attending.

- The workshop will focus on the prevention of workplace injuries by focusing on people's safety related behaviors.
- The management approach presented in the workshop has proven to be extremely effective at reducing injury rates, and other serious consequences such as property damage, business interruptions, environmental releases, regulatory agency violations, etc.
- The workshop includes interactive exercises and case studies to enhance the learning experience.
- Case studies will include the successful application of effective behavioral techniques in Offshore Oil & Gas, Petrochemicals and Manufacturing.
- Lessons learned from other work places within the Construction, Paper, Steel, Food, Agrochemical and chemical industries will also be explored throughout the five days.
- Results achieved include Zero Lost Time Accident Rates within 12-18 months, and improved bottom line profits.



### WHO SHOULD ATTEND

- Vice Presidents, Directors, General Managers
- Safety Managers, Supervisors and Engineers
- HSE Professionals and Safety Auditors
- Site/Plant/Factory/Operations Managers
- Maintenance Engineers and Managers
- Facilities Management & Training Managers

# BBS & SAFETY LEADERSHIP

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## COURSE CONTENT - PART TWO

### DAY2 HARNESSING THE POWER OF BEHAVIORAL SAFETY

- What is Behavioral Safety
- Case Study: Middle East LNG Construction
- Overview of in-house Behavioral Safety implementation factors
- Critical update on Behavioral Safety design factors and their impact
- Case Study: Short-term Behavioral Safety Implementations for shutdowns / turnarounds
- Safety Culture and the psychology of Behavioral Safety

### DAY3 ASSESSING YOUR CURRENT SAFETY EFFORTS TO ENHANCE YOUR BEHAVIORAL SAFETY PROCESS

- The concept of readiness and how to rate your company
- Methods for assessing readiness
- Strategies for conducting safety readiness assessments
- Practical assessment exercises

### DAY4 DESIGNING YOUR BEHAVIORAL SAFETY PROCESS

- **Planning your Behavioral Safety process:**
  - How can the observation process best be established?
  - Developing a self-management approach with employees working in isolation
  - Developing a peer to peer observation approach
  - Developing a workgroup observation approach
- **Analyse management systems and human performance problems:**
  - Accident Analyses with Applied Behavior Analyses
  - Identifying contributing factors and root causes to accidents
  - Early detection and response to potential problems
- **Developing Behavioral Observation Checklists**

### DAY5 IMPLEMENTING AND MAINTAINING THE BEHAVIORAL SAFETY PROCESS

- Recruiting Observers
- Training and introducing observers into the workplace
  - The purpose and challenges of basic observation skills
  - Enhancing communication skills to maximise the usefulness and acceptance of feedback
- How to involve your people in setting improvement targets
- Providing feedback for maximum effect
- What leadership role does senior management play?
- Involving line management in your improvement plans
- Maintaining the process
  - Understanding trends in the observation data
  - Using the data to develop strategies to improve safety
  - Using observation data to develop action plans to enhance the functioning of the process



**Seminar Questionnaire Examination**

### Latest TESTIMONIALS

*"Dominic provided first class instruction on the BBS process. We intend to utilise this in the coming months to revitalise our existing programs and take us to the next level and beyond."*

- Andy Britten, HSE Manager, Oryx-GTL

*"A very interesting course whereby solutions were given to back up the theoretical knowledge - not often the case with other BBS programmes."*

- Stephen Howells, Div. H.S.S. Manager - Operations Division, Almarai Company

*"This has been the most beneficial course I have attended. The theory is sound & the greatest positive was showing us how to practically implement BBS."*

- Godfrey Ristow, Technical Advisor, QEWC



Appended below are some examples of companies that benefited from Dominic's program

#### SABIC Petrochemicals (UK) Ltd

- B-Safe® implemented all plant areas for 12 years
- Implemented on four major overhauls
- Crews develop own behavioral checklists
- Crews took ownership of whole system
- Achieved world class safety status with a TRIR of 0.05



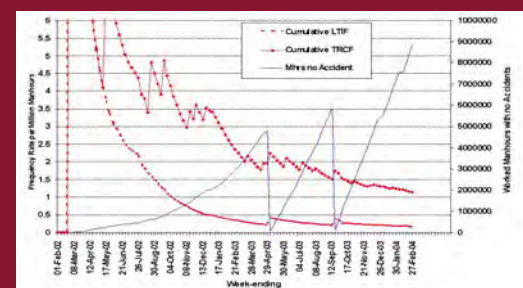
#### RasGas (Qatar) LNG Trains & Construction

- Achieved 136 million man hours LTI free with B-Safe®
- Safest upstream Oil & Gas Company in 2007 and 2008 (OGP and SGS)



#### TSKJ (Nigeria) LNG Construction

- 20,000 plus workers
- Lost Time Incident Rate (LTIR) fell 0.13 to 0.03.
- Total Recordable Incident Rate (TRIR) fell 0.66 to 0.15.



### COURSE SCHEDULE

8.00	Registration & Coffee / Tea
8.30	Workshop commences
10.00 - 10.20	Morning coffee / tea
12.30 - 13.30	Lunch
14.40 - 15.00	Afternoon coffee / tea
16.00	End of day

# BBS & SAFETY LEADERSHIP

17 - 21 NOVEMBER 2013  
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BAHRAIN



# REGISTRATION FORM

✉ Email : events1@360bsi.com

☎ Mobile: +6016 3326 360

☎ Office : +603 9205 7772

☎ Fax : +603 9205 7779



## DELEGATES

1 Name : \_\_\_\_\_

Name on tag : \_\_\_\_\_

Job Title : \_\_\_\_\_

Email : \_\_\_\_\_

Mobile : \_\_\_\_\_

2 Name : \_\_\_\_\_

Name on tag : \_\_\_\_\_

Job Title : \_\_\_\_\_

Email : \_\_\_\_\_

Mobile : \_\_\_\_\_

3 Name : \_\_\_\_\_

Name on tag : \_\_\_\_\_

Job Title : \_\_\_\_\_

Email : \_\_\_\_\_

Mobile : \_\_\_\_\_

## AUTHORIZATION

(This form is invalid without a signature)

Name : \_\_\_\_\_

Job Title : \_\_\_\_\_

Email : \_\_\_\_\_

Tel : ( ) \_\_\_\_\_

Organization : \_\_\_\_\_

Address : \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Signature : \_\_\_\_\_ Date: \_\_\_\_ / \_\_\_\_ / \_\_\_\_

## IN-HOUSE TRAINING

**360 International Limited** is passionate about providing **strategic safety programs** and high potential training solutions across the region to build personal competencies and organizational capability.

You will receive practical training from a professionally qualified educator with over twenty years of teaching and training experience.

Please feel free to mix-and-match topics from the areas listed below to get the right training content for your staff. Other topics may be available upon request.

## OTHER RELATED PUBLIC COURSES

- Administrative & Workplace Investigation
- Crowd Management & Riot Control
- Emergency Dispatch & Control Center Operations
- Practical Fire Fighting
- Root Cause Analysis
- Successful Safety Leadership
- The Art of Negotiation Under Pressure + Mediation

## Hotel Contact Details:

For room reservation, contact for 360 International corporate rates.

### Gulf Hotel Bahrain

PO Box 580, Manama, Kingdom of Bahrain

Telephone: (973) 17 746341 Fax: (973) 17 712088

E-mail: rgc@gulffhotelbahrain.com

## General Information:

- 1 The fees cover lunch, tea breaks, materials and certificate.
- 2 Official confirmation will be sent, once registration has been received.
- 3 Participants will need to arrange their own accommodation.
- 4 Attire: Smart Casual

## Cancellations/Substitutions

Substitutions are welcome at any time. Please notify us at least 2 working days prior to the event. All cancellations will carry a 10% cancellation fee, once a registration form is received. All cancellations must be in writing by fax or email at least 2 weeks before the event date. Cancellations with less than 2 weeks prior to the event date carry a 100% liability. However, course materials will still be couriered to you.

## Thank you for your registration!

## PAYMENT DETAILS

Payment is required within 5 days upon receipt of the invoice.

### Bank transfer:

**360 INTERNATIONAL LIMITED**

**Standard Chartered Bank**

**P.O.Box – 999 Al Fardan Building,**

**Al Mankhool Area, Bur Dubai, Dubai, U.A.E**

**Account No: 02-2077311-01 USD**

**Swift No: SCBLAEDXXX**

**IBAN No: AE920440000102207731101**

*All payments must be received prior to the event date*

## FEES (please tick as appropriate)

- MANAMA, BAHRAIN: 17 - 21 NOVEMBER 2013**
- USD 3,995** per delegate
- USD 3,795** per delegate - register before 31st OCTOBER 2013
- USD 10,500** SPECIAL FOR GROUP OF 3
- USD 16,500** SPECIAL FOR GROUP OF 5

The fee does not include any taxes (withholding or otherwise). In case of any taxes applicable the client has to ensure that the taxes are paid on top of the investment fee paid for the course. Compliance with the local tax laws is the responsibility of the client.

**\* Save up to 50% for In-house Training program**