



YACHT OWNER REPRESENTATIVE PROGRAM Lurssen Hamburg 2026

Course Overview

YORP Unit 40 Lurssen Hamburg

The days will start at 09:30 and we aim to finish each day at around 16:30.

There will be regular comfort breaks and we plan to break for lunch 12:30 – 13:30.

On Tuesday there will be a delate dinner, meeting at the restaurant at 18:00.

YORP Unit 40 - Our Vision

To develop well-rounded Owners Reps who are self-aware, confident communicators and capable of motivating and inspiring teams. Owners Reps who are very clear on their roles and responsibilities and are highly skilled at managing relationships.

The Learning Journey: Day 1

YORP Unit 40 - Our Vision

To develop well-rounded Owners Reps who are self-aware, confident communicators and capable of motivating and inspiring teams. Owners Reps who are very clear on their roles and responsibilities and are highly skilled at managing relationships.

Morning

Introductions

Talent Dynamics Introduction

Talent Dynamics Going Deeper

360 outcomes and what you have learned about yourself. Strengths and areas for growth

Afternoon

Self-Awareness

Emotional Intelligence

Communication

Brain Chemistry

Team Building Activity

The Learning Journey: Day 2

Morning

Fundamentals of communication

Power of listening

Barriers to effective communication

Assertive and aggressive communication

Effective briefing and de-briefing

YORP Unit 40 - Our Vision

To develop well-rounded Owners Reps who are self-aware, confident communicators and capable of motivating and inspiring teams. Owners Reps who are clear on their roles and responsibilities and highly skilled at managing relationships.

Afternoon

Valuing diversity and understanding unconscious bias

Applying the principles of emotional intelligence and conflict resolution

Understanding the importance of team building and teamwork and the ability to manage the relationships between the owners and shipyard teams

The Learning Journey: Day 3

YORP Unit 40 - Our Vision

To develop well-rounded Owners Reps who are self-aware, confident communicators and capable of motivating and inspiring teams. Owners Reps who are very clear on their roles and responsibilities and are highly skilled at managing relationships.

Morning

Meeting with an Owners Representative

Topic 1 & 3 Assessment

Scenario based assessments in groups

Afternoon

Team building activities

Shipyard tour

Final reflections, commitments and close