

Active Communicating and Influencing Difficult People

Tuesday 2 February 2010

LASER THOUGHT™

Training in the Round™
with Julian Simmonds

EXECUTIVE LEADERSHIP WORKSHOP

Active Communicating and Influencing Difficult People

Developing authentic communication skills in order to inspire, empower and change attitudes

INTRODUCTION

Communication and negotiation skills are among the most powerful tools available to managers responsible for implementing change. This workshop concentrates on the nature and practice of effective communication and influencing skills. It also enhances your understanding of the key principles for successful negotiations and you will improve and fine-tune your negotiation skills.

Through a series of practical exercises, group work and discussion, you will develop the ability to influence and inspire other people. You will be better able to build and motivate, clarify and communicate your goals and promote agreement and collaboration for change.

OBJECTIVES

- To build on your communication strengths and resources, personal energy and dynamism.
- To develop listening, questioning and feedback skills in order to understand and develop successful relationships.
- How to maintain unconditional positive regard for another person which is at all times supportive and non-judgemental.
- To heighten the awareness of the emotional dynamics inherent in any communication situation.
- To learn how to give effective feedback, avoiding common mistakes which de-motivate and lead to negative behaviour.

METHODOLOGY

All Laser Thought™ Executive Programmes facilitated by Julian Simmonds utilize the renowned Training in the Round™ model. This workshop uses a combination of learning activities which include interactive exercises, experiential group presentations and improvisation. The workshop is in a laboratory atmosphere where participants will improve their communication skills and are encouraged to take risks in accomplishing a variety of tasks.

CONTENT

Active Communicating

- Developing a compelling and powerful personal presence
- Building rapport and actively engaging others in constructive dialogue
- To practice listening more empathetically
- Expressing emotion appropriately
- Giving and receiving effective feedback

Influencing Difficult People

- Directive and supportive behaviours
- Understanding group dynamics
- Building and maintaining trust
- Establishing clear guidelines for conducting successful negotiations
- Overcoming conflict and negotiating agreed solutions

WORKSHOP LEADER: Julian Simmonds



Julian Simmonds is an international marketing and joint venture consultant. During the last 25 years, Julian has focused on strategic communications and international alliance strategies involving launch plans, media presentations, conference and event planning for both the public and private sector. He has worked extensively in the USA, Hong Kong, China, Singapore, Japan, Vietnam and Australia.

Julian is Chairman of Palo Alto Media Group. The PAMG's Emmy Award-winning associates provide communications and media production, consulting and training services. As Chairman of the New Bristol Arts Centre, Julian was responsible for highly successful drama productions from 1981 to 1984. This role reflected his lifelong interest in the theatre, including writing, acting and directing.

The evolution and development of his experiential model, **Training in the Round™** is based upon the power and energy found in the theatre. In 2006 Julian wrote and directed a theatre piece focusing on leadership and communication for an audience of entrepreneurs and academics at Oxford University. This included professional actors interacting with the audience incorporating music and singing which was filmed and projected live onto a split screen.

Julian is a specialist in running cross-cultural workshops on Leadership and Team-building, Communication and Presentation Skills, Innovation and Creativity. He is an adjunct professor at Judge Business School – Cambridge University, Glion Institute of Higher Education – Switzerland, Stanford University, UC Santa Cruz, CSU East Bay, Oxford Brookes, Bristol University and the Hong Kong Management Association.

More information is available online at:
www.LaserThought.com

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DESIGNED FOR

Managers, Executives and Professionals who want to influence and impact people successfully and communicate more powerfully, persuasively and confidently.

"The conference facilitator, Julian Simmonds, ensured that all staff participated with confidence and enthusiasm in group discussions and multiple presentations. Energy levels were high throughout the day, every voice was heard and staff took ownership and responsibility for improving communication across the region and networking as a team."

H E The Rt. Hon. Helen Liddell, British High Commissioner Australia

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