



## **Powerful Engagement (Advanced Insights)**

Building on the **Insights Foundations for Success**, this advanced workshop brings positive psychology, Insights and neuro-linguistics together so you will learn how to connect with colleagues, employees and customers by changing your behaviour and language.

Optionally tailored for leadership, management, sales, customer service or administration, the workshop looks more deeply into why people behave the way they do and how we can connect to create full engagement. You will leave with a toolkit of skills and experiences that you can use immediately.

### **The Benefits**

The latest statistics are shocking:

- Only 30% of employees are actively engaged.
- 70% of employees do not trust their managers.
- UK productivity is 20% less than the other G7 countries.

The advanced insights workshop will improve your engagement to positively influence every business measurement, helping you to:

- Understand who you really are.
- Influence others towards positive outcomes.
- Inspire solutions and problem solving.
- Transform the trust within your team.
- Build better performance through deploying positive engagement.

### **Why should you attend?**

Global research has shown that employee engagement is critical to creating a successful business and that customer engagement is the key to sustained profitability.

How we engage with our customers and employees comes from building a culture that is inclusive, open and authentic. You will learn how to make effective connections that build true relational partnerships. We will look at best practice using case studies of successful people and organisations who have created an environment that encourages others to make changes and to unite behind a common purpose and shared vision.

Discovering how to do this and tapping into their own innate ability will give you a wider range of interaction methods and skills to influence the thinking and behaviour of others.

As a result you will be significantly more able to engage with the people you come into contact with and build a more complete authentic version of yourself who thinks differently, behaves differently and positively changes for the better.

### **What will the benefits be to you?**

The workshop will take you on a journey that will blend who you are with an understanding of how others see things and then give you skills to add the authentic elements to effectively reprogram your subconscious to become more aware and more able to deliver on your goals.

You will take away the result of a knowledge share and transfer so you know what and why these changes are important and will be given the skills and tools to implement them. Once you have this new capability you will:

- 1) Focus how to speak, behave and adapt to connect using a full sensory experience.
- 2) So every personal communication delivers the most effective outcome and ensures an ongoing relationship that feels great and works positively even when the going gets tough.

### **Who should attend?**

People who:

- Recognise that greater awareness, stronger personal connections and teamwork are important within their role.
- Need to work more effectively with colleagues and or customers to raise their game and become more successful.

The workshop can be delivered with a general theme geared to either leaders, managers or professionals and can be further tailored to be highly applicable to any given discipline specifically: sales, customer service, administration support etc., and for any specific sector.

### **Workshop Overview**

- Build effective and lasting relationships that create engagement.
- Identify key techniques required to become more inspirational.
- Demonstrate the ability to encourage others to take action or gain commitment.
- Adapt your style and language to make yourself and your goals better understood.
- Understand how to interact in a way that has positive effect with all behaviour styles.
- Get a deeper understanding of how you operate inside yourself so you can consciously connect with others for true teamwork and shared goal achievement.
- Learn the language and behaviour of best in class professionals.
- Be able to explain the link between behaviour and engagement.

## Workshop Modules

- Thinking and behaviour for engagement.
- Using interpersonal intelligence to make connections.
- Using Insights to adapt and connect.
- Using the strengths of the colour energies to change thinking.
- Techniques to reprogram your subconscious.
- How to be more successful and think more positively.
- The map of life and how to be the best you can be.
- Authenticity and how the real you could make a different impact.
- Understand the science of interpersonal connection and how to harness it.
- Translating psychology into everyday behaviour so you can do your job better.
- How to make dealing with difficult people something you handle easily.
- Facing your fears and using them to improve and grow.