



# LEADING EDGE CHANGE

Professional Programmes for Peak Performance

## SOFT SKILLS – HARD RESULTS

### A Leading Edge Change in-house workshop

A worldwide survey of top management showed that 67% of the abilities they considered to be essential for effective performance were emotional competencies.

These are crucial to success in key business situations such as negotiation, persuasion, convincing others and handling difficult situations. This participative two day course will give you practical advice on how to tackle these situations effectively backed by specially designed exercises to give you opportunity to try it out for yourself.

The course will introduce you to unique diagnostics to help you maximise the value of your everyday experiences by identifying:

- ◆ Your strengths and how to build on them;
- ◆ The areas that you could most benefit from working on.

The diagnostics also act as an aide-memoire to help you prepare when you have more important interpersonal situations to tackle.

#### Key features:

- ◆ Emotional Intelligence – how it can be developed
- ◆ Putting your point across
- ◆ Active Listening – the skill that's taken for granted
- ◆ Your strengths and how to build on them;
- ◆ The areas that you could most benefit from working on.

*These focussed development programmes allow us to work closely with your selected employees to deliver more skill enhancements faster.*



**LEADING EDGE CHANGE** is committed to helping business achieve its potential in an ethical and sustainable way.

We all know that business outcomes are a direct result of the activities of the people working on them. To make a real difference people need three things:

1. Motivation
2. To think in ways that allow new distinctions to emerge
3. To be able to build the relationships needed to get the desired results

Combining all the proven benefits of NLP techniques with our extensive business and training experience, our performance training programmes will promote development in all three areas. Furthermore, as learning works best when all senses are engaged, our training challenges participants to engage fully. All workshops and programmes involve practical, interactive experience to make them fun and accelerate easy learning.

Our workshops, development programmes and training courses are available at a timing, length and price to suit your needs. We will run courses and programmes individually or as a package as required.

#### **Other services:**

Our **Personal Executive Coaching** provides confidential one-on-one coaching for directors and senior management, helping them find their own special talents to make the changes that take business forward.

Our **Strategic Coaching** helps a board or management team define their overall business goals and desired outcomes, development the strategy, build and test the business case and business plan and implementation planning and delivery.

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To book this workshop or to find out more about our training, consulting and executive coaching contact Patricia Scott at:

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