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## 3-day Intensive Seminar

### **Leading & Influencing Level 1**

#### *What we would cover:*

An intensive three day seminar in Central London. This is a chance to take time to get deeper awareness about yourself and your impact on others. You will be actively practicing seven tools of influencing, being coached, experiencing them directly, and then drawing practical conclusions that will affect how you lead and influence others in your work and in your life. Giving and receiving direct non-judgemental feedback forms a significant part of the training, so prepare to challenge and be challenged!

The seminar is entirely client-focused; we do not 'role-play' or set up contrived scenarios. You are encouraged to work with issues that you yourselves bring from your work and use the tools we provide to work with them. You will find you develop greater awareness of how others see you and gain valuable insights into the effect your behaviour has on others. Participants report that this seminar empowers and motivates them to act on those insights and put them into practice in their work and sometimes also in other aspects of their lives.

The seminar is based on a simple theory of influencing skills first formulated by Blake and Mouton, this model has been developed over many years and the team that deliver it have many years of experience of using this approach successfully having helped many hundreds of participants to learn in this way.

The seminar is suitable for anyone who sees the need to achieve results through their influence on others and is prepared to really examine their own behaviour and the impact it has on others in a professional setting. To reflect on and understand better the importance of giving and receiving feedback in the interactions between human beings both at work and elsewhere.

#### **Dates, Location & Fees**

March 18-20<sup>th</sup> 2019  
June 4-6<sup>th</sup> 2019  
Oct 14-16<sup>th</sup> 2019

Useful Simple Trust  
The Clove Building London SE1  
£950 + VAT (currently 20%). This includes materials and refreshments.

#### **More information & bookings**

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