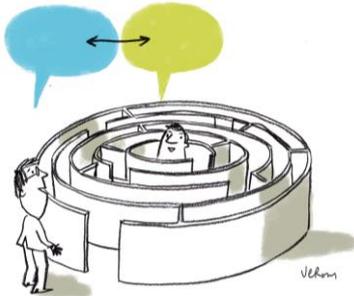


## Interactifs Open-Enrolment Course

### “Effective or nice – do we have to choose?”

Learn how to produce results more often, more efficiently and build better relationships



- ✓ If you and your team spend **more than half of your working time dealing** with other people (meetings, interviews, talking to customers, colleagues, etc.),
- ✓ If the **quality of the relationships** you build, and what they produce, is an essential element in achieving your objectives,
- ✓ If the idea of using **fewer words** but the right ones, **less time** but at the right moment and **less energy** but more wisely seem appealing to you...

Then this course is made for you!

### STRUCTURE

1. 2-day small group seminar
2. 2 x 1-hour individual telephone coaching sessions

### OUR PROMISE

Building and managing relationships is a skill like any other; it can be learned, developed and fine-tuned. You will discover an approach that will help you be faster, more productive, more influential and more at ease in your professional interactions, both internally and externally.

*The Interactifs Discipline*® - Interactifs' original and proprietary approach equips people in organisations of all sizes and at all levels (from the board down) with a simple set of verbal behaviours and reflexes which enable them, in all of their meetings and conversations, to increase:

- the **authority** they convey
- the **influence** they exercise
- the **impact** they make
- the **results** they produce
- the **respect** they earn
- the **respect** they show
- the **quality of their relationships**
- the **enjoyment** they derive

### APPROACH

- Highly interactive
- 80% of the time spent practicing on situations drawn from participants' real business lives
- Continuous coaching and feedback to ensure progressive and durable learning

### Success is interpersonal

#### Working life has changed

Interpersonal skills have never been more important

Whether motivating, inspiring, negotiating or influencing, everyone will need to improve their 'people skills' to produce more and build effective relationships. Since 1989, Interactifs has been delivering the most practical social intelligence training in the world.



### BUDGET

- Standard - \$3 000 + GST pp
  - **COVID Solidarity offer:**
  - **\$2 250 + GST**  
(Booking required by 30/10/20)
- E: [steve.sheppard@interactifs.com](mailto:steve.sheppard@interactifs.com)  
M: 0419 634 679



## Training Program



### 2-DAY CLASSROOM-BASED TRAINING

19<sup>th</sup> – 20<sup>th</sup> November 2020

#### Day 1

9:00 – 17:00

Introduction to the training and its objectives

Discussion of the components of successful business relationships and the principles behind effective business interactions

Measurement of the gap between the participants' practices and the principles defined above

Discovery of the constants of behaviour that reduce this gap

First practise sessions in applying these constants to participants' real-life business situations and work objectives

Debrief and feedback on the first day of the seminar

#### Day 2

9:00 – 17:00

Intensive practice at applying those constants on real-life professional situations reflecting participants' work objectives

16:30 – 17:00

Debriefing on the first 2 days, distribution of toolkit and phone coaching organisation

### 2 ONE-HOUR TELEPHONE COACHING SESSIONS

*Typically 2-3 weeks later*

Personalised coaching for each participant to prepare, rehearse and practice for further upcoming real-life business meetings or conversations.

## By the end of the course, you will know how to:

- Save time in any meeting and know **quicker** what can be achieved
- Be more **effective and productive** by listening **more acutely to yourself and to others**
- Present arguments in a way that will maximise the chances of the other party listening **receptively**
- Generate **concrete results** in all conversations
- Increase your **impact and influence** while making yourself heard
- Build **better quality relationships** with others
- Be more **comfortable** with uncertainty and in challenging conversations and situations
- Give feedback, even when it's negative, in a way which is **constructive and motivating**
- Have **more confidence and less fear** when broaching difficult subjects
- State your position with **courage and respect** when negotiating

## Trainer

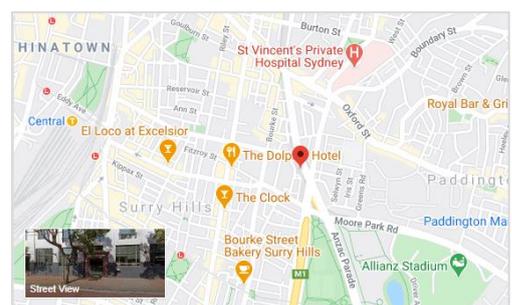
Steve Sheppard

MD – Interactifs ANZ



Since certification in 2018 Steve has been running seminars in the UK and Australia. Steve also runs Brand Story, an 18 year old strategic research and brand development company, specialising in the corporate sector. Before that, Steve held a number of senior roles in multinationals in London and Sydney.

## Venue



The 2-day seminar on 19-20 November will be held at **Spaces, 111 Flinders Street, Surry Hills NSW 2010**