



POWERFUL CONVERSATION SKILLS FOR LEADERS

**COMMUNICATE AND INFLUENCE
TO DRIVE PERFORMANCE**

GENESIS TRAINING EVENTS

THE BEST LEADERS MOTIVATE AND INFLUENCE THEIR PEOPLE THROUGH CLEAR CONVERSATION.

GOAL

In this unique workshop, we aim to build both appreciation and skills of leaders in the area of communication with an aim to drive performance. Where the first phase of the workshop will build self awareness in the leaders, the second will help the build the skills of listening, communication and influencing to drive performance.

OBJECTIVES OF THE WORKSHOP

By the end of the workshop the participants will be able to:

1. List the spoken and unspoken feelings, issues, and concerns of others and pick up the skill of contracting with their team members, especially in the context of performance management
2. Understand Transactional Analysis as an approach to communication and influencing at work
3. Create an implementation plan to apply the skills at work.

BOTTOM LINE, CLEAR CONVERSATION IS THE MOST IMPORTANT KEY TO A BUSINESS LEADER'S SUCCESS.

LEARNING PRINCIPLES INCORPORATED

1. This experiential workshop is based on the profound psychological concept of Transactional Analysis. Transactional Analysis is a theory of personality and behavior and a systematic psychotherapy tool for personal growth and personal change. TA also provides a theory of communication, and a detailed perspective of leadership through its OD applications. It believes that:

- People are OK
- People can think
- People can decide

And so, each one of us has the capacity to think and decide how we want our leadership ability to grow, and to learn and apply the skills learnt in the workshop to achieve that goal.

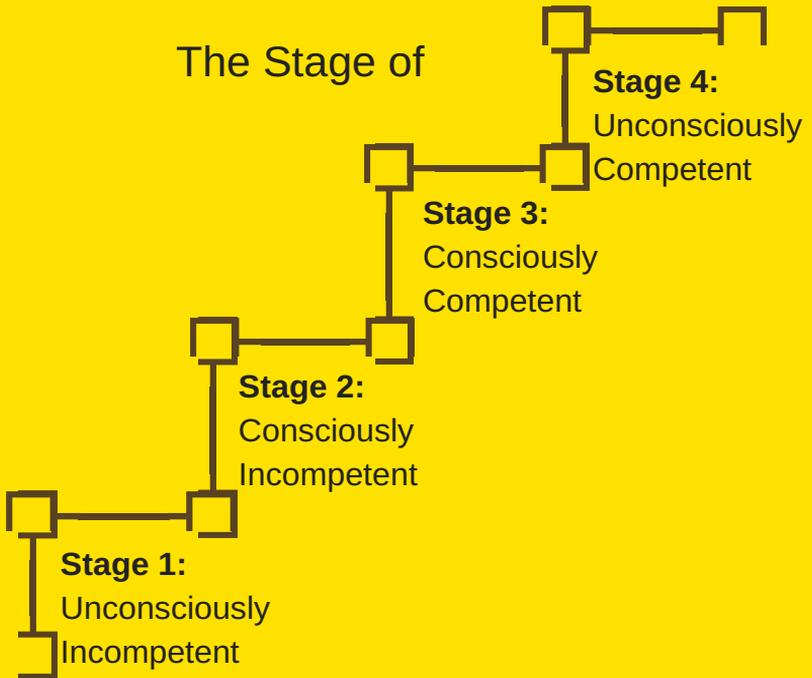
2. Learning by doing - By participating in an experience, participants not only gain knowledge and skill, but also have certain feelings and emotions that can be a powerful way of changing attitudes and give them greater self-insight and greater insight into others.

GREAT LEADERS MOTIVATE, ENCOURAGE AND INSPIRE.

LEARNING PRINCIPLES INCORPORATED

3. Learning is always based on need (motivation). The motivation is the situation at hand and its implications.

WORKSHOP STRATEGY



WHERE ARE WE GOING?

SESSION 1- THE AWAKENING – REACHING INWARDS

The session will help the participants understand the complexity of their managerial roles in today's economy, and how dealing with human's is the most important challenge today.

Through a systemic understanding of the Transactional Analysis and reflection, they will be able to increase their awareness about their own self as a manager, and increase their options of acting.

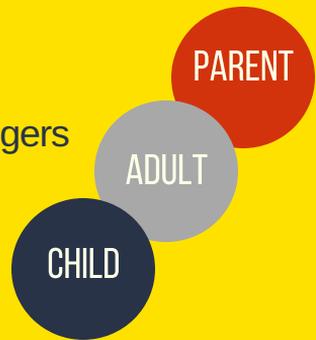
SESSION 1- THE AWAKENING – REACHING INWARDS

HOW WILL WE GET THERE?

After the introductions, we will first establish the need for the workshop and then contract for learning with participants.

Through written exercises, reflection form and experiential activities, participants will develop their understanding of the following Transactional Analysis models:

- a. Script
- b. Psychological Positions and Hungers
- c. Strokes and Time Structuring
- d. Structural Analysis
- e. Functional Analysis
- f. Transactional Analysis



SESSION 2- HOW WE WORK

WHERE ARE WE GOING?

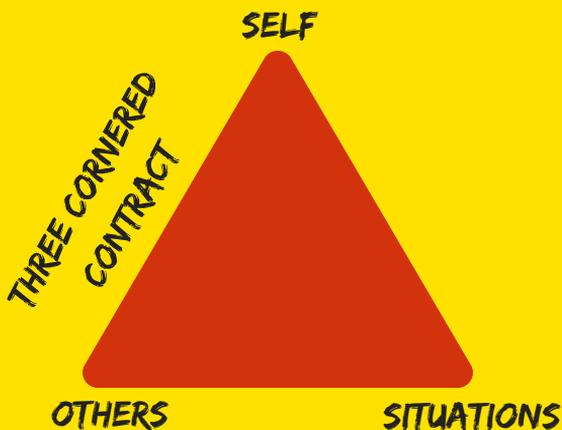
If people are OK, they can think, and they can decide, then the most effective way to bring about a change in people is through open communication and contracting. In TA, Contract is defined as an explicit bilateral commitment between two parties towards a well directed outcome. It has four pillars of:

- Mutual Consent
- Mutual Consideration
- Competence
- Lawful Object

SESSION 2- HOW WE WORK

HOW WILL WE GET THERE?

Participants, through a role plays will understand contracting as the most important tool to bring about a change in people and systems. In turn, they will be able to reflect, what changes they need to bring in themselves in order to fulfill these said-unsaid contracts with stakeholders.



SESSION 3- PARADIGM SHIFT

WHERE ARE WE GOING?

Understanding the role of sensitivity in interacting with human versus the computer. Learning the sensitive communication process, while handling people with problems. This will be a basic skill building awareness session.

At the end of this session the participants will be left with a new set of skills which they would be able to put to practice in their interpersonal relationships immediately.

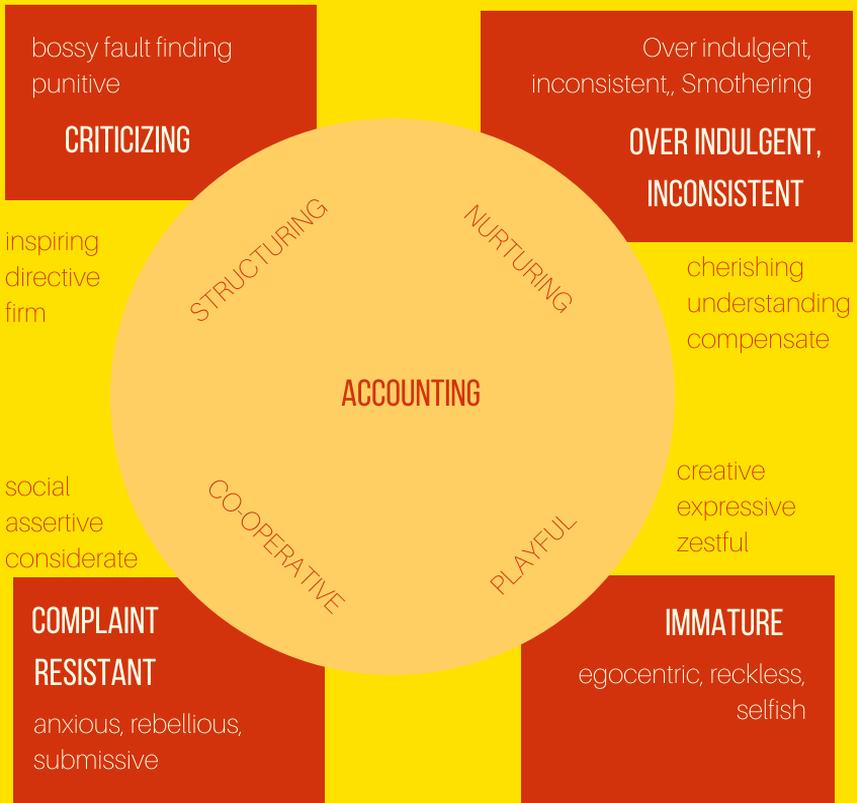
HOW WILL WE GET THERE?

A real time 'helping' exercise where the participants get an opportunity to build trust by developing sensitivity towards others. This is called **ACCOUNTING**.

They will then understand the language of strokes, and will end their day with an action plan to implement.

SESSION 3- PARADIGM SHIFT

HOW WILL WE GET THERE?



**TO BOOK
YOUR SEAT**

For more details you can get in touch with

Ms. Sona Shahani

Partner and Business Head

International Training's

sona@genesiseventsindia.in

+91 9811630393

For Nominations and Registrations :

Ms Jaspreet Kaur

Busniess Development

jaspreet.kaur@genesiseventsindia.in

JAIPREET SINGH

Jaipreet Singh is a Training professional with 20 years of rich training and consulting experience in various sectors like insurance, manufacturing, banking, power, oil and gas and IT. He specializes in OD interventions using Transactional Analysis as a framework. A TA specialist, Jaipreet is learning to be a Teaching and Certified Transactional Analyst (Counselling) from ITAA. He is a licensed TIFF (Temple Index of Functional Fluency) Provider, and uses TIFF in his coaching and counselling work. He is a member of SAATA, ITAA and Functional Fluency Network.

In the last decade, Jaipreet has designed and delivered the Management Development Programs for Kohler, JCB, KPMG, Ingersoll Rand, Alstom, J K Tyre, Continental Tyres, Vodafone, Nestle, Jindal Steel, Lanco, Anand Industries etc. Since he is an active theatre artist, his experience and understanding has helped him use drama as a methodology extensively in his programs. He has blended this expertise with TA to create OK Theatre, through which organizations explore team, leadership and system transactions and game playing. As an actor, he has also featured in many TV commercials like SBI, Amazon.in, Nestle, Makemytrip.com, Nirmax Cements, Fortis Healthcare, Asian paints etc, and a few feature films as well.

After completing his graduation in hospitality from IHM Pusa, New Delhi, Jaipreet started his career in 1998 as a bartending 'In Store Trainer' and a 'New Store Opener' with TGIF, an international casual dining chain. He then moved on to Training and Consulting Industry where he spent three years in HR and Training, Consulting for various organizations. Jaipreet then returned to the corporate sector where he worked with EXL Service, and then head Training and Development for Keane.

