



# Professional Development Essentials

## Course Description:

In this engaging training, leaders and those aspiring to lead will fill their toolbox with all the essential tools to effectively lead others. This program focuses on the internal side of leadership development first. In order to lead, you must understand how your unconscious bias drives your behavior. As a developing leader, you must have the presence, the emotional intelligence, trust and skills to influence through storytelling as well.

## Course Objectives:

After completing this course, you will be able to increase trust with people at all levels of your organization and understand the value managing your thoughts and emotions in order to be the best version of yourself. Your behaviors are driven by your beliefs and unconscious bias, therefore understanding and managing those biases, will help you develop into an influential and trustworthy leader.

- Learn how to manage your unconscious bias
- Understand how assumptions affect our relationships and how to “bust” them
- Learn how to overcome the blind spots that unconscious bias creates
- Overcome the ‘addiction’ to our biases
  
- Identify and improve your “leadership Image”
- Learn how to develop more confidence
- Learn how effective leaders connect with their people
  
- Understand Emotional Intelligence
- Increase self-awareness & social-awareness
- Develop relationships up and down the organization
- Learn behavioral control and emotional control
  
- Influence others in a positive way
- Unlock the hidden potential that exists within yourself
- Effectively manage Change
- Learn how great teams build trust



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## Who should attend?:

When it comes to professional development, no one should be excluded. The topics covered in this training will increase everyone's professional and personal stock value. Anyone who wants to perform at a higher level will find value in this training.

## Why should you take this workshop?:

### Relationships are everything

- How you show up makes all the difference
- Learn the steps to increased trust
- Understand the concept of giving trust as well as accepting it

### Communication skills for building trust

- What makes people trust you?
- How to read body language and control your own
- Why active listening is essential to building trust
- How to develop win/win strategies

### Understand Unconscious Bias

- Unconscious bias and Self-fulfilling prophesy
- Learn the various unconscious biases. Confirmation, implicit, explicit & affinity
- Learn how to develop your perception for greater relationships & performance

### Change how others view you.

- Become aware of your current image
- Perception is reality. How do you want to be perceived?
- Discover how to be an authentic leader

### Techniques for building a great Leadership Image.

- Compelling vision and story telling
- How to "Show Up"
- Why do people follow great leaders?

### Story telling Experiences

- Stories make us experience information, not just hear it
- Stories shape the way we think
- Increase your "likeability"

### Communicating with anyone

- Learn the importance of adapting your story to each person you interact with
- Learn how to use stories to create positive emotions
- Stories create memorable moments which make YOU memorable

### Positively influence others

- What makes people like you
- Build trust and loyalty
- Understand the psychology of influence

### Positively Impacting others.

- Create a powerful sense of significance, connection and contribution
- Create impact that inspires people to do their best
- Learn the secret to making people feel valued and appreciated.
- Change the way others view themselves professionally and personally