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STRAIGHT TALK: INFLUENCE SKILLS FOR COLLABORATION AND COMMITMENT
with Dr. Rick Brandon
$395 (US) per person

VIRTUAL SESSION (3-HOUR)

STRAIGHT TALK: INFLUENCE SKILLS FOR COLLABORATION AND COMMITMENT

This program teaches assertive, empathic, and positive communication skills that achieve greater accountability, results, teamwork, and innovation. Dr. Brandon will hone your core communication skills of Assertive Speaking and Active Listening and then funnel them into Gaining Commitments that last, with a Follow-Up Session that reinforces these skills and gives tips for Confronting Constructively and defusing defensive reactions. Especially with today's challenges of people resigning due to faulty communication, ever-rising performance expectations, widespread stress, and disconnected relationships due to remote work, it's common sense but not always common practice to refine interpersonal influence skills in order to improve productivity, engagement, and harmonious work environments.

DR. RICK BRANDON

Dr. Rick Brandon is the founder and president of the internationally respected training firm Brandon Partners. He has devoted thirty+ years to designing and delivering leadership and professional development workshops on interpersonal savvy and organizational savvy. Dr. Brandon has taught for scores of Fortune 500 companies and others, helping hundreds of thousands to improve their results and work relationships by increasing the candor, clarity, and impact of their communication. His new book, Straight Talk: Influence Skills for Collaboration and Commitment (Matt Holt Books, 2022) is the optional course text. His first book, Survival of the Savvy: High-Integrity Political Tactics for Career and Company Success (Free Press), was a Wall Street Journal bestseller and was called "the pre-eminent book on organizational and political savvy" by Robert Eichinger, creator of Lominger's FYI: For Your Improvement.

TOPICS COVERED

BUSINESS CASE FOR INTERPERSONAL SAVVY

- THE NEED AND PAYOFFS
- THE STRAIGHT TALK SKILLS

ASSERTIVE SPEAKING

- THE A.B.C. SKILLS OF ASSERTIVE SPEAKING
- IDENTIFYING YOUR COMMUNICATION PATTERNS (LARGE-GROUP ACTIVITY #1)
- BIAS-FREE LANGUAGE (LARGE GROUP ACTIVITY #2)

ACTIVE LISTENING

- THE F.E.E. SKILLS OF ACTIVE LISTENING
- EMPATHY SKILLS (LARGE-GROUP WRITTEN ACTIVITY #3)
- BREAKOUT GROUP #1: PRACTICING LISTENING

G.A.I.N. COMMITMENT

- THREE FAULTY EXPECTATIONS AROUND AGREEMENTS (LARGE-GROUP ACTIVITY #4)
- THE G.A.I.N. MODEL FOR FORGING AGREEMENTS (VIDEO DEMO LARGE GROUP ACTIVITY #5)
- BREAKOUT GROUP #2: ACTION PLANNING YOUR BACK-HOME COMMITMENT CONVERSATIONS

CLOSURE

- REVIEW AND PERSPECTIVE
- FOLLOW-UP SESSION PREVIEW: CONSTRUCTIVE CONFRONTING AND DEFUSING DEFENSIVENESS

FOR REGISTRATION PLEASE CONTACT: **Stacey Schroeder** - IMS Regional Director - Cleveland
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