

REWIRING THE WAY HUMANS

think, behave & lead



Leading humans

NeuroCONVERSATIONS

Using Neuroscience To Have Conversations That Count

Did you know?

- Leaders spend 80% of their time in conversation
- 95% of our work conversations 'tell and instruct' - yet we know that our brains resist when being told what to do...!
- Millennials don't want bosses, they want coaches
- 9 out of 10 conversations don't hit their mark!

Investing in developing the skill of powerful, effective and useful conversation is a critical part of leadership development, and in many cases, one that will provide more ROI than project-managed change management processes.

Who is this program for?

This **1 day interactive program** is for you if you want to:

- create and support quality thinking in your team and/or organisation
- develop the skills to support your colleagues in solving their own problems
- get more stuff done (increase performance, engagement or productivity) in your team and/or organisation
- stop having the same conversations over and over again with limited results
- be more influential and have more impact
- **MAKE EVERY CONVERSATION COUNT!**

Program Outcomes

Use a brain-based (evidence-based) approach to conversations so that you can keep people moving in a forward direction

Apply coaching techniques to improve the impact of EVERY conversation, including performance-related conversations

Improve the quality of thinking – yours and others – in your workplace

Have the confidence, courage and skill to have the conversations you need to have

Save time and energy with better outcomes – that is, double your impact in half the time

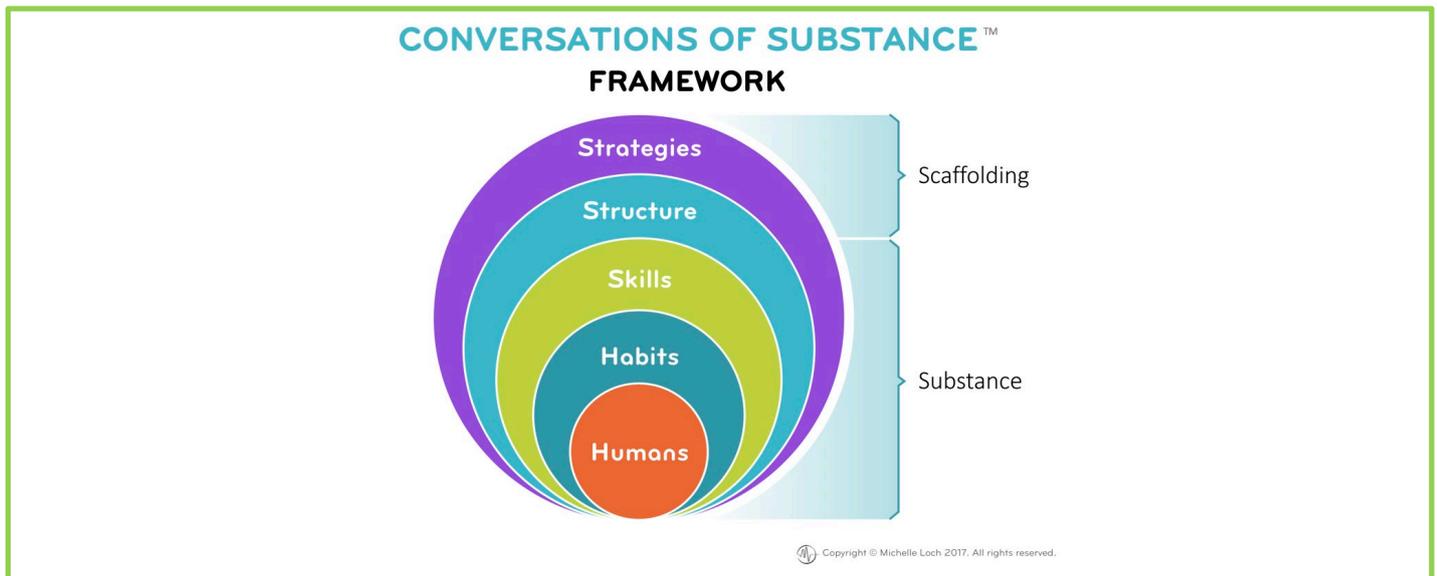
Why conversations are so important?

Every interaction, every word, every conversation has one of two impacts on the human brain – it either opens it up and supports quality thinking and decision-making ... or it shuts it down, significantly compromising its cognitive ability.

The human brain is intensely sensitive, and most of us are unaware of the power we have to influence and impact positively, or negatively with every interaction. The quality of the conversation in your workplace is a far greater indicator of trust and success than any organizational structure or process.

As an effective professional, you must develop the confidence, courage and skill to have the conversations you really need to have, and to have them in ways that help, not hinder.

Change the conversations in your organisation and you can change your organisations 'wiring' - and that leads to a change in culture.



What is it really about?

Our programs are based on neuroscience.

Discoveries, particularly in the area of social cognitive neuroscience, provide us with a fact-based, deeper understanding of how relationships are built and broken; how emotions impact us and how to better communicate with each other. We can use this new knowledge to our benefit.

Powerful conversation occurs when you combine what we now know about the human brain with the skills of coaching, and tune into our intuition. We define a powerful conversation as one where 'both parties leave the conversation with different thinking than they came'...a conversation that has been insightful and useful, and that influences a change in thinking or behaviour – and that takes skill.

What makes it a really great program?

This program handpicks the key elements of powerful conversation skills and packs them into an impactful and interactive one day masterclass.

Our approach to the learning experience is brain-friendly, aligns with adult-learning principles, and takes a coaching approach.

Your facilitators are highly trained and accredited coaches themselves and have extensive neuroleadership backgrounds.

The focus of all our programs is on layering the learning, and an interactive and iterative process of practice. This means that participants leave the program not just knowing 'HOW TO' but will have developed a high level of confidence and skill.

The program is accredited with the International Coach Federation (ICF) and you will be provided with a CCEU certificate following completion of the program.

Program modules

- HUMANS – understanding how humans are wired
- SCIENCE – the neuroscience of focus, the neuroscience of insight, the neuroscience of powerful questioning
- SKILLS – The Super Skills of Powerful Conversation – listening, bottom lining, testing assumptions
- STRUCTURE – the Conversation Cycle

Program inclusions

- 1 day Masterclass with ICF qualified neuroscience-trained facilitator
- Comprehensive workbook
- Set of laminated reference cards
- Set of Curiosity Cards
- Access to Michelle's Recommendation Resources
- Weekly 'tips and reminders' emails sent to participants following completion of the program to embed the key concepts
- Certificate of Completion for 8.5 CCEU training hours from the International Coach Federation

About Leading Humans

Rewiring the way humans, lead, think and behave

We are an internationally recognized coaching, mentoring and leadership development company, founded by Michelle Loch

We use practical neuroscience to improve leadership performance and are passionate about creating leading humans who are masterful at leading humans!

We value and actively pursue:

- Mastery and quality
- Human-centered, evidence-based approach
- Layering and leveraging
- Co-creation in partnerships
- Individuals and organisations that value and invest in their people

