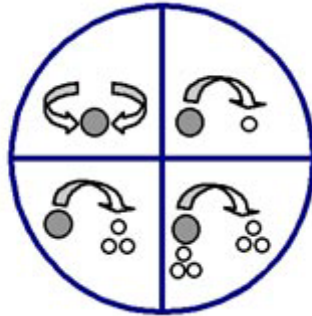


Personal Impact



How to make a positive impression on everyone

[Click here to Register](#)

Course Overview

You create an impression every time you interact with another person or group. Not surprisingly, leaving a positive impression is more likely to result in the outcome you want.

Personal Impact is a comprehensive personalised interactive program that will teach you how to make the most positive impact possible.

Participants will discover that everyone can make a positive impression, but do so in different ways with different people and groups. The essence of this course is the discovery of how each participant does this best.

Personal Impact sets out to provide individuals with the required skills and gets them to discover their own ways of making a positive personal impact.

Through a carefully structured progression of practical and varied exercises participants will learn to understand and manage themselves, other individuals, groups, and the relationships between groups. Personalised learning is achieved through doing, reviewing, planning and then testing one's own plan at various stages throughout the program.

Participants constantly examine themselves in the exercises, get feedback from others, and reset personal communication objectives they want to achieve. They come to develop a fine sense of communication management enabling them to make a difference back at work when working with, and through, people.

Recommended For

As communication and interactive skills are common and essential to all levels of management and personnel in all jobs, this program is recommended for everyone who needs to achieve results through working with others. It is especially important for those who, at a later stage, want to progress to the Advanced Negotiation program.

Benefits

For the organisation

- Staff who understand how they and others make a positive impact;
- Staff who can understand and manage themselves, other individuals, groups and relationships between groups; and
- Staff whose positive attitude affects others in the organisation.

For individuals

- Understanding and using one's own interactive styles;
- Increased confidence in one's own interactive abilities; and
- Saving of time, trouble and energy by getting tasks done through and with others.

Learning Outcomes

By the end of the program participants will have:	
<ul style="list-style-type: none"> • Analysed and understood a communication assessment of themselves done by self and others at their place of work; 	<ul style="list-style-type: none"> • Used a group / inter-group exercise to test their objectives;
<ul style="list-style-type: none"> • Participated in an interactive group exercise, analysed it and compared the results with the above communication assessment; 	<ul style="list-style-type: none"> • Selected various case study interactions to test a variety of communication styles;
<ul style="list-style-type: none"> • Practised a variety of communication styles in controlled group exercises; 	<ul style="list-style-type: none"> • Planned a communication situation from their work place and simulated it on the course with other participants;
<ul style="list-style-type: none"> • Formed a clear picture of their own strengths and shortcomings in each of the styles; 	<ul style="list-style-type: none"> • Received feedback from the course participants; and
<ul style="list-style-type: none"> • Participated in a series of different one-on-one encounters using realistic interview situations; 	<ul style="list-style-type: none"> • Completed a Personal Learning Journal after each exercise to highlight and reinforce their learning.
<ul style="list-style-type: none"> • Practised specific questioning techniques in a counselling type interview; 	

Training Methodology

This is a highly interactive and practical program in which participants will:	
<ul style="list-style-type: none"> • Bring assessments and tasks from their places of work. 	<ul style="list-style-type: none"> • Experiment in new and ever-changing situations.
<ul style="list-style-type: none"> • Participate in a large number of interactive exercises. 	<ul style="list-style-type: none"> • Direct their own learning to achieve personal objectives.
<ul style="list-style-type: none"> • Review their progress on video. 	<ul style="list-style-type: none"> • Plan a workplace communication situation and simulate it with others.
<ul style="list-style-type: none"> • Get feedback from other participants. 	<ul style="list-style-type: none"> • Set workplace objectives.
<ul style="list-style-type: none"> • Discover what works for them and what does not. 	<ul style="list-style-type: none"> • Record their learning in a Personal Learning Journal.

Presenter

Robert Hounsell is a highly experienced training manager who is internationally recognised and is regularly called on by companies like Barclays Bank to conduct training courses in the UK and Africa. He has consulted to many global companies and conducted training programs in Australia and 13 countries across Europe, the Middle East and Africa. Robert is Director of Training with the Applied Innovation Centre.

Duration - Dates - Venue	Fees per person (including GST)
<p>2 days – non-residential</p> <p>Click here for dates</p> <p>St. Catherine’s College 2 Park Road, Nedlands</p> <p>Free onsite parking</p>	<p>\$880 Individuals</p> <p>\$660 Groups of 3 or more</p> <p>Lunch, morning / afternoon tea included</p>
<p style="text-align: center;">Click here to Register</p>	

**Discover it, learn it, practise it, make it your own,
then *do it for real!***

Cancellations

No refunds will be made on cancellations received after 7 days prior to the event.

Privacy Statement

The Applied Innovation Centre respects your right to privacy and will not provide contact details of course participants to third parties.

Results through INNOVATION

