

Well Being and Productivity

In today's modern fast paced world, it's very difficult sometimes to keep up and there are times that things seem like the pressures can be all consuming. Pressure can lead to stress which affects a person's ability to function, which is why there is such a focus nowadays on well-being, in other words, being well! This course is aimed at anyone from technical support to sales and marketing and if you feel that you'd prefer to thrive instead of survive, then this will be suited to you.

Aim –

It doesn't matter what position we're in, at times we'll find that our energy levels, motivation, willingness to take on new challenges or ideas will fluctuate. Discover the true nature of our felt experience and how we can see anew through a different perspective, and then be in a much better position to understand our own motivators and that of others which in turn helps to increase our ability to be more effective and influential.

Agenda -

Module 1: Understanding needs

The assumptive communication style
The teller, suggester and questioner
How empathic are you?

Module 2: Making change positive

The comfort zone influence
WiFM
4MAT strategy

Module 3: Influencing upwards

Behaviour and technique
Logic and emotion
Benefits of objections

Module 4: Maintaining motivation

Inside out vs outside in
Energy investment
Body psychology

Objectives –

At the end of the course, you'll be able to:

- Describe how best you could discover the needs of others
- Explain a process you could use that would help you and others during change
- List two differences, when influencing upwards, between behaviour and technique
- Demonstrate three techniques to maintain motivation