

**Category:** Leadership Development | **Training title:** The Perfect Agent: Understanding the differences in communication and influencing styles

### Course Outcomes:

- Gamified, fun, memorable experience
- Thorough examination of communication / influencing styles
- Participants identify their preferred style, strengths and opportunities
- Techniques for communicating with people with different style preferences

### Course Overview:

The programme is based on the work of Charles Handy. It uses three 'pure' interpersonal styles: 'Tough Battler', 'Friendly Helper', 'Logical Thinker' with a clueQuest twist:

- Agent Brain
- Agent Battler
- Agent Bridge

Each of us uses our own combination of the three in our communication style, particularly relevant to influencing and negotiating. The model enables us to plot ourselves and others in relation to interpersonal communication and provides a way of understanding and managing differences in style, which requires no special psychometric training.

Leadership development is a highly personal experience that requires self-knowledge and a willingness to confront those areas where we need to improve that will make us effective with people. The course is a real eye opener to realise that some people are just different as opposed to difficult and this opens up ways forward.

### Course Objectives:

After the course participants should be able to

- Explain what a communication style is
- Understand their own preferred style, strengths and weaknesses
- Understand others' preferred styles, strengths and weaknesses
- Demonstrate how to adjust their styles to work better with other people

	One-day	Half-day
Escape Game	x	x
Facilitated self-reflection	x	
Facilitated peer feedback session	x	
Character building and presentation, positive and negative filters- understanding others	x	x
Strengths and improvements	x	x
Character balance- understanding team as a whole	x	x

Speak to us and we will further tailor the experience to your needs.

**Price:**

The price is based on the number of participants and the length of the training. Please speak to us and we will get back to you with a detailed quote.

**Number of participants:** 6 to 45