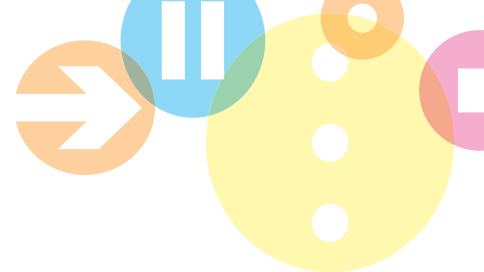

Being present and being visible in a virtual environment



One of the most fundamental organisational changes in recent years is a movement away from hierarchical and centralised leadership towards flatter structures and more devolved power. Now teams often work remotely; relationships with stakeholders, clients, suppliers and partners are more likely to be developed and managed globally. Lines of authority within relationships are more complex and many organisations have moved away from a culture of face to face meetings towards the technology which enables virtual connections.

These changes have had a significant impact on how people engage with and influence others; as a result, we need to reconsider how we communicate. As well as requiring a different mindset, communicating and influencing in a virtual environment involves a completely new set of behaviours and skills to build strong rapport, inspire confidence and be powerfully influential.

This programme helps to develop these new skills through practical exercises and coaching conversations. It consists of seven, short, one-to-one modules, each with its own distinct focus and area of practice.

Module 1 – Programme diagnostic (90 mins)

- Using the Facet 5 psychometric, participants will understand how individual personality characteristics can impact their ability to build influential connections through virtual communication
- Participants are given the opportunity to outline their personal communication objectives for the programme

Module 2 – Developing and exhibiting Presence through a virtual medium (90 mins)

- Understand what Presence is
- Understand how to develop Presence as a behaviour through posture, movement and vocal intonation
- Understand how to exhibit Presence in a virtual setting

Module 3 – Enhancing influence by developing questioning and attentive listening skills (90 mins)

- Understand how to use different influencing strategies such as questioning techniques and active listening
- Understand how to use these skills effectively when sound quality in a virtual environment may be compromised

Module 4 – Storytelling and Presentation skills to construct simple, clear and fluent messages (90 mins)

- Understand how to structure a compelling story to make your point succinctly and powerfully
- Understand how to use effective language and the power of short sentences
- Understand how to present yourself effectively using the virtual medium

Module 5 – Emotional self-management in a time of accelerating change (90 mins)

- Understand how to maintain professional confidence, fluency and credibility under pressure
- Understand the physiological and neural processes which occur when we feel a 'threat,' even when we are physically remote from the other party
- Understand how to put in place strategies to manage these feelings

Module 6 – Building your Personal Network Plan (90 mins)

- Understand how to create a personal network plan
- Understand how to use this tool to create more consultative conversations remotely which bring more value to your relationships with your stakeholders and your organisation

Module 7 – Sustaining the practice (90 mins)

- A follow up session after the programme provides participants with an opportunity to reflect on successful changes and return to specific areas of practice
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**For more information, send an email to
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