

EQ: CONVERSE TO CONNECT INTELLIGENTLY



MASTERCLASS

COURSE PROPOSAL

OVERVIEW

According to Warren Bennis, people who have emotional intelligence, more than IQ or expertise, accounts for 85% to 95% of success at work.

With professional training and practice, participants can become a people connector, work more productively and make yourself visible to others. If you can't converse, you can't sell yourself.

EQ: CONVERSE TO CONNECT INTELLIGENTLY MASTERCLASS is designed to help participants to uncover their own strengths and weaknesses when relating to others, first by being self-aware, shifting their mindset to see opportunities; as well as exploring ways to communicate and engage with people in every possible situations.

It is also a course to boost participants' self-confidence and improve personal relationship and enhance social skills.

By going through the journey in **EQ: CONVERSE TO CONNECT INTELLIGENTLY MASTERCLASS**, this provides a solid foundation and indispensable skill for any person to become effective in making intellectual and socially pleasant conversations, specifically in a workplace environment. How you present yourself is the key to your professional success.





OBJECTIVES

Upon completing this course, participants should be able to:

1. Be an engaging conversationalist.
2. Build connection easily and instantly.
3. Increase your popularity and visibility.
4. Increase your influence and get things done more effectively and efficiently.
5. Handle conflicts, complaints, tricky situations professionally and pleasantly.
6. Develop confidence and overcome nervousness when speaking in front of others.
7. Appreciate your own strengths and weaknesses in how you present yourself.

TARGET AUDIENCE

Executives & Managers

DURATION

14 Hours

METHODOLOGIES

Interactive learning and practice in two-way communication, infused with NLP and Coaching methodologies:

- + Proven High Impact Tools
- + Hands-on Practical Techniques

PARTICIPANT'S PREREQUISITE

MUST COMMIT to self-excellence

CAPACITY

Maximum 16 Pax Per Session



COURSE MODULES

| MODULES | KEY POINTS |
|--|---|
| Connect with People Instantly – Part 1 | <ul style="list-style-type: none">• No Man Is An Island• You Are A Gifted People Connector• Know Thyself - Enneagram Profiling• Connect with Other Using The Languages of Appreciation |
| Connect with People Instantly – Part 2 | <ul style="list-style-type: none">• H.O.N. Framework to Understand Everyone Has Different Need, Including Yours• Your Roles & Responsibilities as A Masterful People Connector• Know Your Why & Your Style of Connections with D.O.P.E.• 2 Key Success Factors to Jumpstart Your Connection• How Do You Know You Have Made A Successful Connection – 6-step Checklist |
| All Good Relationships are about Conversation | <ul style="list-style-type: none">• O.L.A. Formula to Your Conversational Success• Connection Starts with A Conversation• How to Start A Relevant Conversation – 3T: 3W• How to Read Between the Lines• How to Read Others Like A Master: Body Language |
| Spice Up Your Conversation | <ul style="list-style-type: none">• S.P.I.C.E.U.P. Your Conversation to Gain Popularity & Visibility• You Will Never Forget What to Say Next: P.R.E.P. Formula & Story Telling |
| The Art of Dealing with Questions, Feedback, and Get What You Want | <ul style="list-style-type: none">• The Art of Asking Question to Promote Conversation• Common Mistakes in Asking Questions• The L.A.R.A.S Method to Answering Questions• Ways to Handle Difficult Conversations – 2-step Formula• Dealing with Feedback. – 9 Strategies |
| Action Plan: Practices + Coaching | |

Day 1

(1 DAY)

Pre-course Work Review

Connect with People
Instantly – Part 1

Connect with People
Instantly – Part 2

Action Plan #1 + Coaching

Day 2

(1 DAY)

All Good Relationships
are about Conversation

Spice Up Your
Conversation

The Art of Dealing with
Questions, Feedback,
and Get What You Want

Final Q&A

OPTION 1: FOCUSED 2-DAY QUEST (COURSE MILESTONES)

Day 1

(½ DAY)

**Pre-course Work
Review**

Connect with People
Instantly – Part 1

Connect with People
Instantly – Part 2

**Action Plan #1
+ Coaching**

Day 2

(½ DAY)

All Good
Relationships are
about Conversation

**Action Plan #2
+ Coaching**

Day 3

(½ DAY)

Spice Up Your
Conversation

**Action Plan #3
+ Coaching**

Day 4

(½ DAY)

The Art of Dealing
with Questions,
Feedback, and Get
What You Want

Final Q&A

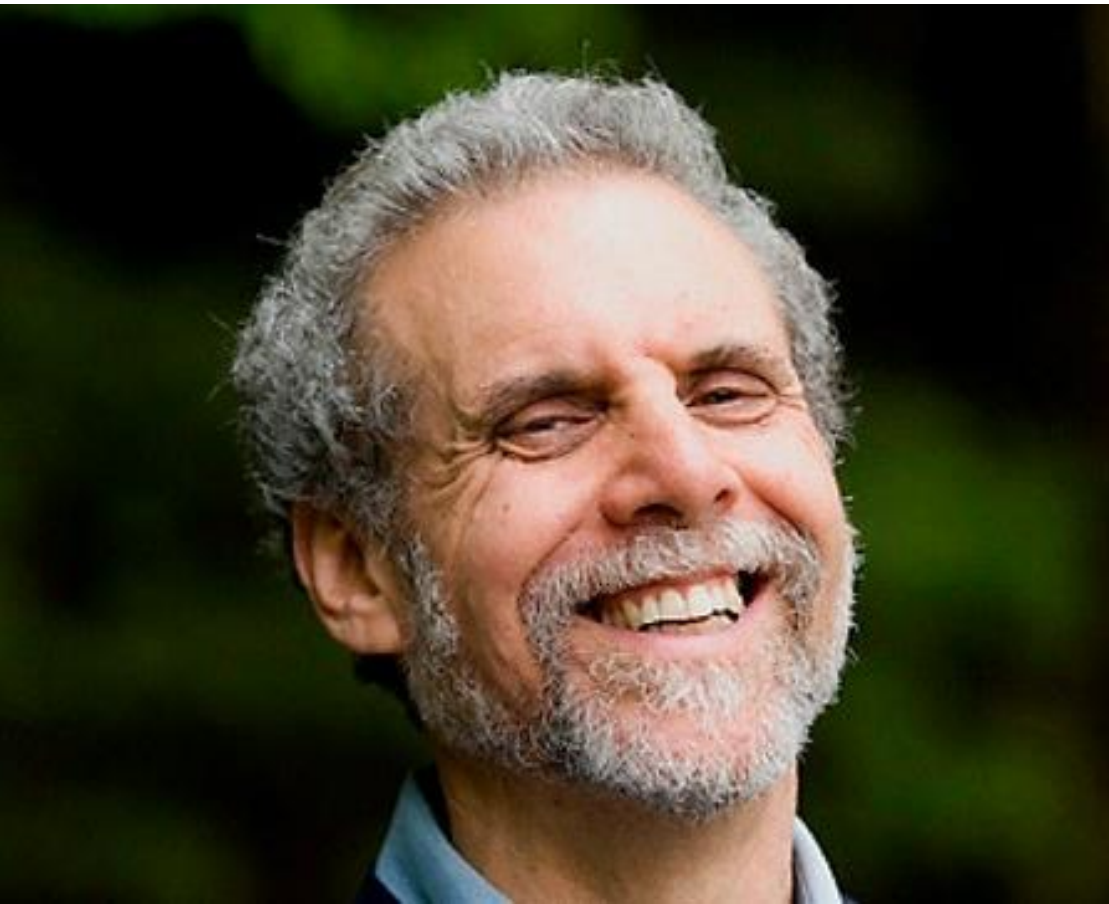
**OPTION 2:
VIRTUAL BITE-SIZE FOUR ½-DAY CHALLENGE
(COURSE MILESTONES)**

DANIEL GOLEMAN

AUTHOR AND SCIENCE JOURNALIST



**IQ and technical skills are important,
but Emotional Intelligence is the
Sine Qua Non of Leadership.**



THANK YOU



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