



LEADERSHIP BY LISTENING

BY ELITE INDIGO



Unlock the power of active listening to lead with empathy, build trust, and inspire your team to greater success



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100% HRDF Claimable

Leading By Listening

• Program Overview

The "Leading by Listening" program equips leaders with essential listening skills to enhance effectiveness and foster meaningful relationships. It highlights the importance of active listening, boosting self-esteem, and promoting cooperation.

• Program Key Highlights

1. Understanding Leadership Listening:

- Leadership listening involves active engagement, trust-building, and cooperative communication.

2. Core Outcomes:

- Discover the benefits of listening, such as improved leadership capacity and organizational understanding.
- Recognize risks of poor listening, including dissatisfaction, low morale, and inefficiency.
- Master active listening, staying composed, and clear articulation.

3. Three Key Principles:

- **Active Listening:** Focus on verbal and non-verbal cues and emotional signals.
- **Enhancing Self-Esteem:** Create a supportive, open communication environment.
- **Cooperation:** Use effective questioning and feedback to build collaboration.



Leading By Listening

• Program Learning Outcomes

- Identify the benefits of Leading By Listening
- Comprehend the threats posed by poor listening
- Apply the Leading By Questions skills
- Apply the Leading By Articulating skills
- Apply the Leading By Staying Cool, Calm & Collected

• Program Benefits

- Listening Increases Your Capacity As A Leader
- Listening Shows You Care
- Listening Helps You Comprehend The Situation
- Listening Helps You Better Understand Your Business
- Listening Gives You A Vision Of The Reality On The Ground

• **Duration** One (1) Full-Day Workshop;

• **Participants** 20 Max Pax Per Group



Leading By Listening

• Course Outline

DAY 1

Time	Activity + Learning
1 Hour	Introduction (1 Hour) <ul style="list-style-type: none"> • Program Objectives & Outlines • Icebreaker Activity
1 Hour	Module 1: Think On Your Feet (1 Hour) <ul style="list-style-type: none"> • The Creative Brain & Logical Brain • The House Model – OBC
1 Hour	Module 2: Speak With Clarity & Brevity (1 Hour) <ul style="list-style-type: none"> • Contrast: Spot the Difference • The Pendulum Model: Cause & Effect • Triads: Clock, Globe, Pyramid
1 Hour	Module 3: Building Ice-Breaking Rapport (1 Hour) <ul style="list-style-type: none"> • Small Talk with "Liking": People Like People Like Them • Give Before Take with "Reciprocity": First Impression • Quick Trust with "Authority": Social Proofs
1 Hour	Module 4: Secret Sauce for Attention Grabber (1 Hour) <ul style="list-style-type: none"> • Open Like a Band: Questioning Techniques • Surprise & Suspense: Speak the Uncommon • Pre-framing & Twist



Leading By Listening

• Course Outline

DAY 1 CONTINUED

Time	Activity + Learning
1 Hour	Lunch Break
1 Hour	Module 5: Deepening Skills with Practice (1 Hour) <ul style="list-style-type: none">• Group Discussions and Real-Life Scenarios• Case Study Analysis• Hands-On Role Playing
1 Hour	Module 6: Grand Finale (1 Hour) <ul style="list-style-type: none">• Showcase of Learnings• Voting for Best Award• Closing Remarks



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We are dedicated to empowering businesses to achieve their full potential. With a team of seasoned professionals and a wealth of industry experience, we offer tailored consulting services to help organizations overcome challenges and seize opportunities.

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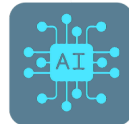
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