



Personal Influence & Psychology of Interaction

Overview

Communication is one of the most important tools in any business environment, and it's no surprise that innovation often follows better communication. When employees are able to interact effectively, they can discuss ideas and strategies that can improve processes, increase efficiency, and result in new products and services. In this session, we'll discuss how better communication leads to innovation, including a look at the potential benefits for any organization.

Method Used

Transactional analysis (TA) is a powerful tool to aid in the development of innovative ideas and solutions. TA was developed over 50 years ago by Dr. Eric Berne as a way to understand interactions between individuals and groups. It has since been widely used to improve communication, relationships, and problem-solving skills.

This is a one-day program with the idea of gaining an understanding with some practice.

Learning Objectives

- Setting the platform for how everybody wins attitude can be achieved
- Identifying current strengths and areas we can create greater influence
- Learning to tune in and complement two-way communication
- Making ourselves flexible to increase personal and group dynamics
- Staying cool, calm and collected when we need to
- Applying humility in the workplace when we have to
- Taking the team out for creative sessions when we should do

Targeted Group

Leaders, Managers, Supervisors, Company Directors, People Managers, Team Leaders, Project Managers, Change & Transformation Managers, Learning & Development Professionals

Course Schedule

TIME	ACTIVITY	DETAILS	LEARNING
09:00a.m.- 9:15a.m.	Introduction to the course and Transactional Analysis	Giving you a big-picture idea of what will be achieved during the session and the tool we will be using to help you along the way.	
9:15a.m.- 10:00a.m.	Intentional Leadership	Leadership is an invaluable skill, especially in today's ever-evolving society. Intentional leadership is a particular type of leadership that looks beyond the norm and focuses on actively engaging people with a purpose. Through this session, we will explore the strategies for becoming an intentional leader and discuss how these strategies can be applied to different areas of life.	Skills Learned: Learn the concepts and methods of intentional leadership.
10:00a.m.- 10:45a.m.	Increasing Influence	Let's take a look at how some successful people are able to make things happen. While some struggle. What are the styles and personalities that may play a role in making your objectives more possible? And, why?	Skills Learned: Learn how to increase your influence by making small but meaningful changes.
10:45a.m.- 11:00a.m.	Morning Tea Break		
11:45a.m.- 11:45a.m.	Interaction Secrets	Learn to gain the most out of your interactions, with clients, consultants, groups, colleagues, or partners. This is the secret to having a Win/Win relationship. What keeps a conversation going effectively?	Skills Learned: Learn tip and tricks in interaction and how to influence said interaction.
11:45a.m.- 12:30p.m.	Interacting Powerfully	Do we show ourselves in one predictable way? Or can we present more depth and variety of ways so as to appeal to and influence more people? How do I change my approach and style at any given moment?	Skills Learned: Learn how to interact with others freely and adapt to the situation.
12:30p.m.- 1:30p.m.	Lunch		



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1:30p.m.- 2:15p.m.	Assertive Advantage	Assertive communication is an invaluable tool that can help people achieve their desired outcomes. It involves speaking up for oneself and expressing thoughts and feelings in a clear, direct, and respectful manner. How do we build assertiveness?	Skills Learned: Learn how to voice your thoughts in a respectful and effective manner.
2:15p.m.- 3:00p.m.	The Leader Coach (Individual / Team)	Innovation is key to success, but it can also be incredibly daunting. Many businesses struggle to foster an innovative spirit in their employees.	Skills Learned: Learn to communicate with your team and come up with new ideas to different problems.
3:00p.m.- 3:15p.m.	Afternoon Tea Break		
3:15p.m.- 5:00p.m.	Facilitating Creativity	Innovation is often viewed as a product of creativity and fresh ideas, but it can also, be the result of effective communication.	Skills Learned: By learning effective communication, ideas in the team will flow much more smoothly and thus producing better results.
5:00p.m.	Session ends after Q&A, feedback and evaluation		



About Elite Indigo

Elite Indigo Consulting provides corporate training to the semiconductor and manufacturing industries. With a humble beginning of one founding member with passion and desire to share his 20 years of experiences in Smart Manufacturing for global manufacturing facilities, now, we have a strong and competent team of 20 members, all aligned with company mission, vision and core values.

Our Mission

"Transform Data into Insights - Leap Forward"

Our Vision

Be a Global Trusted Advisor in the Areas of Skills Development, Consultancy & Software Solutions specialising in Semiconductor & Manufacturing industries.

Our Core Values

