

Kim Vella

COACHING

Conversational Agility Program for EL1 & 2s

Harness the wisdom of neuroscience



14 and 15 March 2018 | 25 Forster Crescent, Yarralumla

Executive coaching recall days 2 and 3 May 2018

Book via Eventbrite at: <https://goo.gl/QsHrxc>

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Conversational
INTELLIGENCE®
for Coaches

Enhanced Skills
Practitioner

“When people feel disconnected, they become reactive, project their anxiety onto others, create more fear, blame others for what is missing in their lives, reject first to avoid being rejected, and disengage. When colleagues work in concert, they learn from each other, develop higher-level skills and wisdom, meet performance goals, and turn breakdowns into breakthroughs.”

— Judith E Glaser, the world's leading authority on **Conversational Intelligence**®.

Why you should attend

Learning about Conversational Intelligence® (C-IQ) gives you new conversational skills and insights into the neurotransmitters (Cortisol and Oxytocin) which are activating how you respond to, interact with and influence others. C-IQ is a critical public sector leadership capability and is essential for successfully progressing complex policy, service delivery and regulatory issues. This workshop will provide you with an opportunity to:

- gain new conversational skills
- learn how to apply the groundbreaking and innovative C-IQ framework to your leadership practice
- become agile in understanding and architecting conversations that create healthy thriving relationships
- understand how neurotransmitters activate our responses, interactions and influence with others
- plan to set your conversations on a strategic leadership track.

If you're wondering if this is the right course for you, or if you're right for the course, consider this: **“If not you, who? If not now, when?”**

Workshop timing

9am start / 10:30am morning tea / 12:30pm lunch / 2:30pm afternoon tea / 4:30pm close. Networking session 4:45pm Day 1.

Investment

Standard rate:	\$1,995 (GST exclusive)
Super keen rate*:	\$1,695 (GST exclusive)
Early bird rate**:	\$1,845 (GST exclusive)

20% group discounts are available for groups of three or more: contact Kim for details.

*Register and pay by 20 December 2017 to receive \$300 off the standard rate

**Register and pay by 21 January 2018 to receive \$150 off the standard rate

Introducing your facilitator

Dr Kim Vella, Founder of Kim Vella Coaching



A highly qualified and experienced leader, coach and mentor, Kim brings first-hand insight into what it takes to make deliberate choices to achieve key career goals. Kim brings over two decades experience leading people, including at the SES Band 1 level, and in governance roles across the Australian Public Service and at the Australian National University. Kim listens to and supports you in developing and refining your leadership capabilities to align with your core values. It works because she uses an effective strengths-based coaching methodology and a collaborative mindset when delivering workshops.

Day one

Conversational Intelligence® fundamentals

- Learn how our brain responds during conversations
- Learn how conversations activate our trust and distrust (networks in our brain).
- Gain insights into the neurotransmitters (Cortisol and Oxytocin) which activate how we respond, interact and influence others.

Priming for trust

- Learn what happens when we are in a state of distrust and what happens when we feel safe and positive
- Identify the different I-centric and We-centric mindsets in C-IQ
- Explore what it sounds like when you adopt these different mindsets and how to notice them in others

Ladder of conclusion

- Understand why difficult conversations arise
- Learn how to recognise when meaning has been created from a point of view or interpretation of a situation, conversation or event
- Gain conversational skills so you can come to a new understanding of how to move forward for mutual success

Rules of engagement

- Understand how to influence outcomes of meetings
- Learn a trust-building activity that allow parts of the brain to actively seek data confirming that this will be a good, trusting experience.
- Gain skills to create a sense of “shared ownership” and “co-creation” of the rules.

Day two

Listening to connect

- Learn how to not judge, confirm or reject
- Gain listening skills to focus on the other person, not yourself
- Learn how to “unlearn” listening in order to confirm what you know

Up, down regulate

- Learn how to identify types of conversations that trigger fear, power plays, uncertainty, a need to be right, and groupthink
- Learn how to identify the types of conversations that inspire transparency, relationship building, understanding, a shared vision of success, truth and empathy
- Gain skills to minimise depleting conversations and maximise nourishing conversations

Building conversational agility

- Learn conversational agility techniques
- Gain skills to help others create a mind shift to connect with their executive brain
- Learn how to elevate the communication abilities of everyone involved, even when dealing with difficult subjects.

Creating an action plan

- Develop an action plan to put the strategies, tools and insights you gain during the workshop into practice
- Set your career on a strategic leadership track
- Commit to specific active steps for achieving lasting results.

Program highlights

Learn what patterns drive us to connect, engage, and co-create

Attend an exclusive networking event at the end of the first day of the workshop

Access a one-on-one executive coaching session after the workshop to support your ongoing engagement in learning