

Brain Based Conversation Skills

Learn everyday conversation skills to improve performance

About this program

This skills-based program teaches you how to have quality conversations in any situation. We define quality conversation skills as “facilitating positive change by improving thinking;” a required skill for anyone to be successful in life. You will gain a comprehensive ‘suite’ of brain-based tools to start communicating quickly and effectively. If you’re experienced, you will sharpen your skill set and your conversations will be more brain-friendly and results driven.

During this three day intensive training, participants learn how to facilitate positive change in others by working at the level of an individual’s thinking. They learn a process that helps people move from identifying impasses to generating insights, then taking actions which lead to positive and sustainable new habits.

By the end of the course you will know how to:

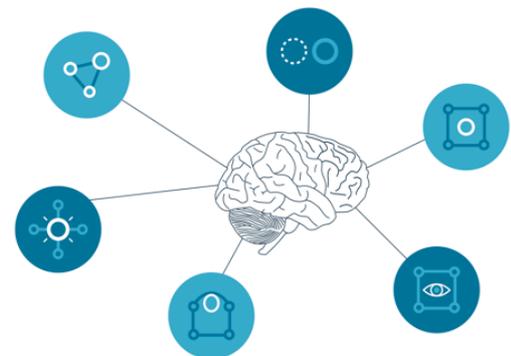
- Build trust with people
- Communicate effectively using a wide range of powerful questioning and listening techniques
- Create new awareness in people on how to overcome any obstacles they encounter

You will also get practical experience delivering powerful trial sessions using the Results Coaching Model.

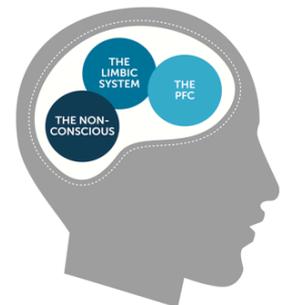
Benefits for participants attending this program:

- Learn to facilitate ongoing positive change
- Experiential training with practical skills that can be used immediately
- A proven structure for unlocking people’s potential
- Skills for having tough conversations
- An ability to have shorter conversations with more impact
- New ways to manage priorities, worry less about details and feel less overwhelmed
- Improved relationships with direct reports, peers and supervisors
- Access to a variety of additional tools and support services post training

Six Insights About the Brain



Brain State Required for Insight



Getting Started

For more information or to register for this program, please contact us on info@resultscoaches.co.za or 0860 864 864.

Visit our website www.neuroleadership.co.za to see upcoming training schedules or for more information.

Course Overview

Communication skills

In the first part of the program, you'll explore some of the origins of coaching, looking specifically at contemporary neuroscience and its implications on coaching and facilitating change. You'll then move in to developing key coaching communication skills that will transform the way you communicate.

Topics include:

- Think about thinking
- Listen for potential
- Speak with intent
- The Results Coaching Model
- The Dance of Insight
- CREATE new thinking
- Follow up with FEELING and REVIEW actions

The processes of successful communication

Once you have learned how to communicate effectively, you'll move in to applying these new skills to key conversations. Topics include how to:

- Establish and build trust
- Develop strategies for success
- Get people into action
- Manage progress and accountability
- Generate insights
- Work with habits

What you get

- 3 day intensive workshop
- Manual
- Access to support services available to Results Coaches

Feedback from previous students

"What I really liked about the course was the perfect balance struck between offering a structured coaching methodology and a more intuitive approach driving at clients' insights."

Clara Seeger, Certified Coach

"To think that I almost didn't sign up for the course...what was I thinking of?! When I think of your course, these words spring to mind – high levels of quality, integrity and authenticity. Truly inspiring."

Sarb Chowdry, Certified Coach

"I conducted a complimentary session today, with my first director level client. My client was delighted with the coaching outcome. Thank you Results for your excellent training. The hard work and investment has really paid off!"

Beverley Anderson, Coach

"I'm very proud to be a Results coach, and I think others are too – I've noticed that whereas other coaches don't talk about their training school unless asked, Results coaches are most likely to introduce themselves as a Results coach. That's an achievement."

Cally Robson, Certified Coach

"We covered an amazing amount in a relatively short time. So time management and design of the course were excellent. Compressed a lot of learning & growth in short time."

New York ICT Participant

"The course was excellent – my expectations were exceeded. Ongoing mentoring is a real plus. The fact that inside three months students are actively coaching, underpins the power and quality of Results Coaching."

Sydney ICT Participant

"The Intensive Coach Training Program by RCS is the best training I have come across in my 22 year career. The program has given a different dimension to my professional life."

Bangalore ICT Participant