

“The person who does the work does the learning”

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Projecting Yourself With More Confidence

COURSE LENGTH: 2 x half days

OUTCOMES

- Learn to isolate the reasons why you currently don't speak up or stand out.
- Develop strategies to address those self-inhibitors.
- Understand the use of questions and other techniques to create low-risk opportunities for involvement in meetings and group situations, instead of appearing passive.
- Edit your use of language to draw focus to a greater power and ownership of situations.
- Draft a plan on how to identify and leverage your own strengths and points of difference.
- Plan a conscious and intentional effort to create and influence public perception of you by positioning yourself as an authority in your industry / organisation / team, elevating your credibility, and differentiating yourself from the competition
- Understand the inter-relationship between the internal belief of self-confidence and the external behaviours of assertiveness.
- Compose an 'assertiveness workout' to practise and improve your observable assertiveness behaviours and habits.

You'll see a variety of learning strategies: cooperative / collaborative, constructive, experiential, Socratic, accelerated learning. Participants will experience rotation of paired / small group work, the creation or completion of partial existing content to adapt it to their own situations, the tactical use of purposeful questions to guide people to self-discovery rather than just telling, intermittent problem-solving team-based challenges, a welcoming learning environment that gets the learners and their brains ready to learn.

As part of addressing ever-diverse groups, as well as being generally wise principles of learning, I also draw on principles from the field of Maori education:

- Ako (Learners also learn when they teach others)
- Poutama (Like a ladder, learning needs to climb on previous learning)
- Te Whare Tapa Wha (The learner's needs need to be met across multiple dimensions: physical, mental, emotional, social)
- Tuakana Teina ('buddy system')

People are different and some topics lend themselves to being best delivered by particular styles. Therefore, what you get is *variety*, and a professional, experienced facilitator able to take examples and scenarios from the real-world of the participants and workshop them together in real-time, as opposed to didactic linear delivery of generic content. These methods ensure a productive, effective, and efficient balance between the delivery of academic content, and a practical and relevant session that is engaging, memorable, and interactive.