



SIZING UP PEOPLE SUCCESSFULLY

"Expectations are the roots of all heartache." - William Shakespeare

This course is designed to help participants understand and become aware of their own learning styles. We will explore the different theories on learning styles, discuss the implications for other aspects of learning, and provide strategies for adapting to different learning styles. Participants will be equipped with the knowledge to identify their preferred learning style and how to use this to their advantage when engaging in learning activities. Through interactive activities and discussions, the course will help each participant create an individualised learning plan tailored to their personal preferences. By the end of the course, learners will have the necessary skills to maximise their individualised learning approach.

Key Course Content:

- Understand interpretation and learning styles
- Gain clarity and context quickly
- Speed read personality types and gestures
- Understand Gladwell's finding on first impressions
- Understand how the mind craves to chunk information
- Use strategic questioning techniques to unearth core values
- Use hypotheticals to test judgment styles
- Remove the halo effect and stay focused
- Speed read body language
- Speed read eye movements
- Understand what drives different people
- Mirror the person's gestures and open a different level of understanding
- Use active listening and questioning skills



Target Audience:

The course can be tailored for the specific cohort whether it be the leadership team, another group of managers/team leaders or employees.



Duration:

This course is available as a 1-day course or a truncated half-day course.



Delivery:

This course can be delivered both in-person or virtually. For virtual delivery, we can use our virtual platforms or your organisations.



Group Size:

We recommend a group size of 4-10 people.