



INTRODUCING

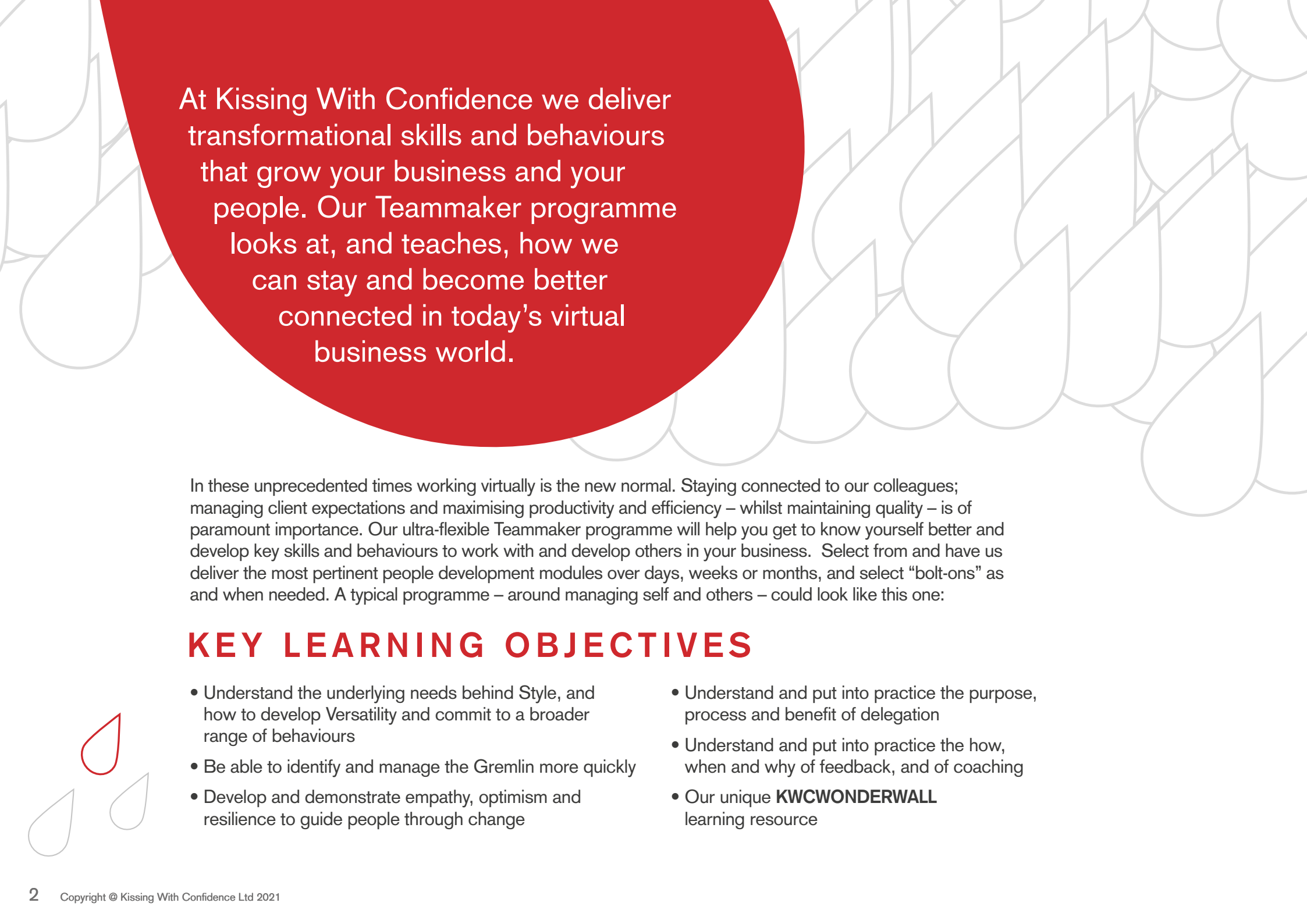
Teammaker

kissingwithconfidence[®]
MAKE THE RAIN

LIVE VIRTUAL LEARNING

IN ROOM LEARNING

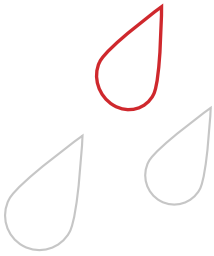


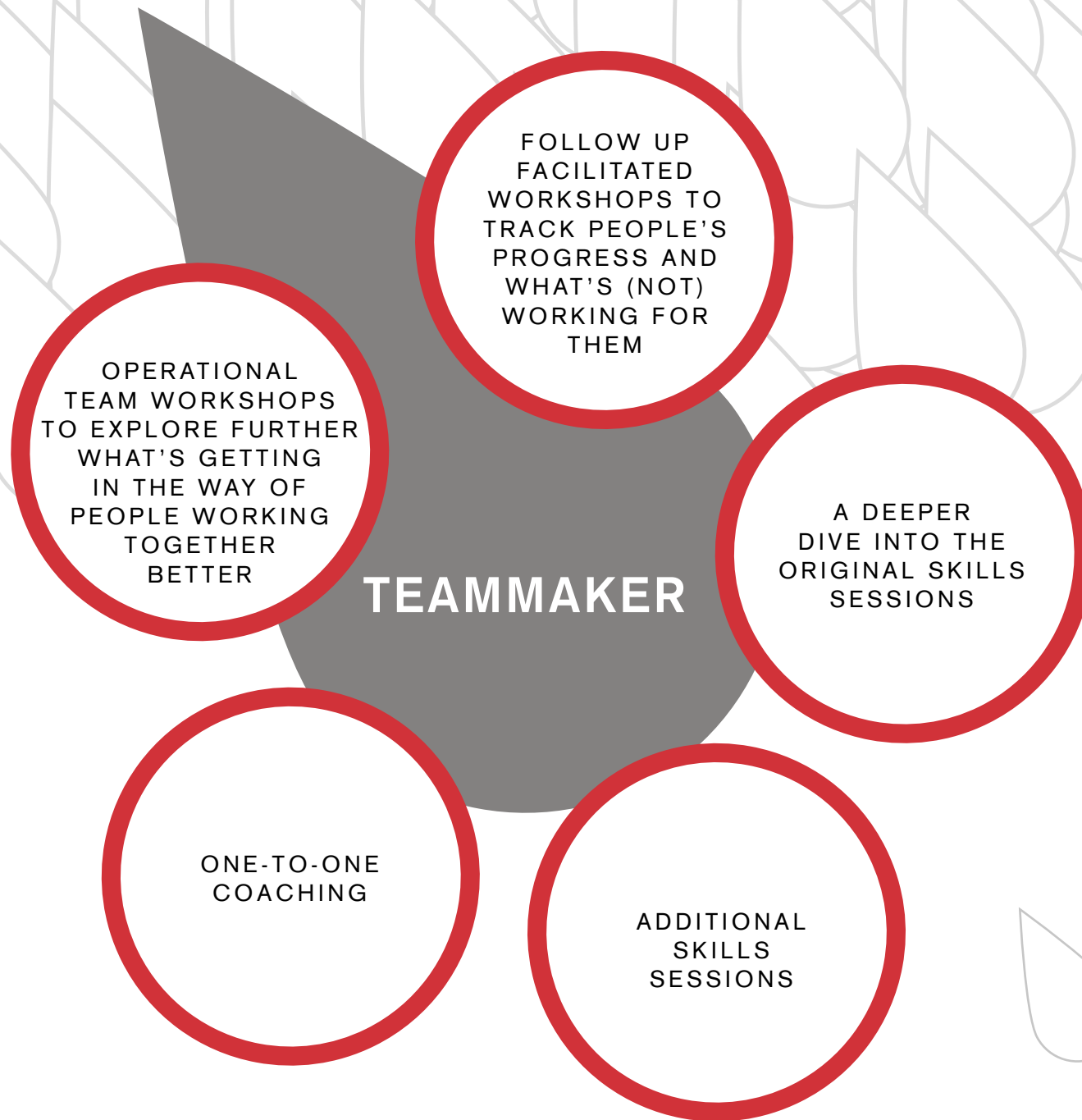


At Kissing With Confidence we deliver transformational skills and behaviours that grow your business and your people. Our Teammaker programme looks at, and teaches, how we can stay and become better connected in today's virtual business world.

In these unprecedented times working virtually is the new normal. Staying connected to our colleagues; managing client expectations and maximising productivity and efficiency – whilst maintaining quality – is of paramount importance. Our ultra-flexible Teammaker programme will help you get to know yourself better and develop key skills and behaviours to work with and develop others in your business. Select from and have us deliver the most pertinent people development modules over days, weeks or months, and select “bolt-ons” as and when needed. A typical programme – around managing self and others – could look like this one:

KEY LEARNING OBJECTIVES

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- Understand the underlying needs behind Style, and how to develop Versatility and commit to a broader range of behaviours
 - Be able to identify and manage the Gremlin more quickly
 - Develop and demonstrate empathy, optimism and resilience to guide people through change
 - Understand and put into practice the purpose, process and benefit of delegation
 - Understand and put into practice the how, when and why of feedback, and of coaching
 - Our unique **KWCWONDERWALL** learning resource



SIX MODULES TO KICKSTART YOUR AND YOUR PEOPLE'S DEVELOPMENT

Designed for leaders interested in their own and others' development who would benefit from a skills and knowledge refresh. These core learning modules, led by our world class facilitators, provide an opportunity for you to listen, practise, reflect and plan your and your colleagues' development.

MODULES ONE TO THREE:

MODULE **one**

KNOWING ME, KNOWING YOU SOCIAL STYLE AND VERSATILITY

- Welcome, context and introductions
- Social Style – its development and the theories behind it
- Versatility – the four components
- How to develop Versatility – in yourself and in others
- Action planning

MODULE **two**

GRAB YOUR GREMLIN MANAGING THE SELF-LIMITING VOICE

- What wakes your Gremlin?
- How does it manifest?
- Options – yours and its
- Preparation and planning for change
- Action Planning

MODULE **three**

ACCENTUATE THE POSITIVE DEVELOPING YOUR IQ, EQ AND RQ

- A duo of key EQ competencies: optimism and happiness for resilience
- The confidence cycle
- The Change Matrix: what happened, and how were you affected?
- Action planning

SIX MODULES TO KICKSTART YOUR AND YOUR PEOPLE'S DEVELOPMENT

MODULES FOUR TO SIX:

MODULE **four**

JUST *** DO IT! DELIBERATE DELEGATION FOR DEVELOPMENT

- The skill/will matrix – how to work with the raw materials you've got
- The delegation process
- Ensuring you're satisfied with what's happening, when and how
- Action planning

MODULE **five**

TOUGH LOVE IN LOCKDOWN FANTASTIC FEEDBACK SKILLS

- Your own barriers to delivering it
- Working at the level of underlying intention versus effect
- Using the AIDE (Action, Impact, Desired outcome, Explore) model to plan and deliver your feedback
- Action planning

MODULE **six**

CRISIS, WHAT CRISIS? COACHING DURING COVID

- Introducing the GROW Model: understanding how it helps you to move a chat into the realms of an outcome-focused conversation with an action plan
- Using the \$64,000 questions: understanding why they work so well, with observation, practice and feedback
- Listening, reflecting, summarising: putting these into practice
- Action planning

WE BELIEVE IN OUR PROGRAMMES AND SO DO OUR CLIENTS...

“The sessions were great, insightful and **delivered tangible skills.**”

“Found the sessions both **enlightening and informative**, especially Nicky’s sessions, her **enthusiasm and passion** for her subject matter was both informative and infectious.”

“The **personal growth in individuals** in terms of engagements and the technique and learnings that will filter down to the teams can only **make the company more efficient.**”

CASE STUDY **1** CASE STUDY **2** CASE STUDY **3** CASE STUDY **4** CASE STUDY **5**

IT'S TIME TO GET
TOGETHER...

SPEAK TO US TO
FIND OUT MORE

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