

# Personal Growth

## DURATION

**1 module of  
2 days training**

## PARTICIPANTS

Professionals and graduates with  
no supervisory responsibility

## SUMMARY

The kick start that all individual contributors need to establish effective behaviours early in their careers. The course encourages participants to take personal responsibility for their performance. It heightens self-awareness and promotes the right balance of self-belief and sound judgement. Participants take away communication and influencing strategies focused on getting results.

## KEY TRAINING OUTCOMES

- Heightened understanding of personal impact on others.
- Greater self-belief and ability to judge when to rely on it.
- Awareness of results-based communication and influencing strategies.
- Recognition of the role of personal responsibility in effective performance.
- Understanding how to influence the performance of others.
- Knowing how to consult, how to build support and how to drive.
- Recognition that leadership is not just about having direct reports.

## PROGRAMME

### Day 1

- My communication style and its impact on others
- Assessing and building Emotional Intelligence
- Using MBTI to improve self-awareness and leadership
- Improving my personal impact
- Using narrative intelligence

### Day 2

- Different types of power
- Selecting the right influencing style
- How to influence in a matrix
- Importance of selling yourself but not selling out
- Influencing upwards
- Building networks

