

## Understanding Self and Others

### A foundation in Emotional Intelligence

**Half Day Course**  
**Groups of 8 to 12**  
**Personal Development**

This course is designed for anyone seeking to develop their understanding of the human factors that make for success, including their own unique personal style, values and mindsets. The course includes insight from a self-awareness survey that not only helps to increase self-awareness but also the ability to understand other people. This sets the foundation for a wide range of real-life application, including in personal impact, communication and motivation.

**Benefits:**

- Strengthen personal impact; understand when and how personal style creates a positive impact and when to adapt.
- Enhanced communication.
- Illuminate awareness and understanding of other people's perspectives.
- Build acceptance and self-confidence.
- Identify tactics that will reinforce motivation (self and others).

**Course Outline**

- Understand behavioural (personality) styles and how they influence communication and choices.
- Recognise and utilise your particular style to make a positive impact in interactions with others.
- Identify how other people's styles complement your own and how - together - you can achieve stronger outcomes.
- Identify mindsets; the six core drivers to decision making and how these contribute to your own choices. Learn to recognise how different mindsets contribute to team cohesion and conflict.

The course is designed in an engaging workshop style, incorporating established management models, reflective exercises, small team breakout exercises and workplace applications. The programme is orientated to real-life application and therefore the programme incorporates insight from a self-awareness survey to help identify individual communication style, motivators, strengths, potential blindspots and areas of collaboration. The 30-minute survey is taken on-line in advance of the workshop; instructions will be provided.

**Cost**

£850 per half-day session, discounted to £625 for 4 or more sessions.

**Course Tutor**



**Phil Eyre** owns The Learning Company and is also founder of Leaders, a leadership consultancy based in Guernsey. He has sophisticated expertise in psychometrics and in the application of human data for individual, team and organisational success. He has trained with, and been mentored by, global leaders in this field, notably Dr Chuck Coker in the US. Phil started his career in the offshore finance industry and has served at exec and non-exec board level for wealth management and fund companies, charities and NGOs.

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