

THE IN-HOUSE TRAINING COMPANY

‘Break-through’ personal development – how to harness emotional intelligence and achieve results

Overview

‘Know thyself’ is old advice but everyone has to learn it for themselves. This powerful programme shows how to apply four powerful models to understanding yourself, developing yourself and getting the results you want.

- Model 1 is the notion of emotional intelligence, the foundation for all self-development.
- Model 2 is the Saran Model for raising awareness, a fast-track route to developing emotional intelligence.
- Model 3 is the Enneagram, a simple technique for understanding personality types.
- Model 4 is Results Coaching in Sixty Seconds (RC60™), an increasingly popular coaching system which you can use to develop yourself as well as other people.

These models are all easy to learn and easy to use – but once you’ve mastered them, you will be amazed at the results!

Training objectives

The goals of this programme are to introduce participants to the four models so that they can then:

- Improve their focus on results
- Motivate themselves
- Manage stress
- Inspire others
- Deal with difficult situations
- Establish more successful relationships
- Maintain a more appropriate work-life balance

Audience

Anyone wanting to improve their:

- Personal effectiveness
- Management of conflict and stress
- Concentration and results focus
- Decision-making ability and action-orientation

Format

This extraordinarily powerful one-day course is a fun experience but with a very serious intent. Much use is made of interactive exercises that are practical and readily transferable to the workplace.

Special feature

A written outline can hardly do justice to this programme, so if you want to run a pilot two-hour session before rolling it out to a number of people, this can easily be arranged.

The expert trainers

Anne developed her passion for enabling people to develop performance coaching skills and cultures to produce measurable results while working for Barclays Bank. After fourteen years there in a senior sales management role, she left to establish her own consultancy firm delivering training and coaching programmes to companies in the UK and abroad. She developed the holistic RC60™ coaching system herself and went on to design and deliver a complete series of training programmes that has now established the RC60™ (Results Coaching in 60 Seconds) brand to wide acclaim.

Amarpal began his career as a pharmacist but his interest in emotional intelligence led him to leave pharmacy to create, develop and practice Natural State Technologies (NST™). With more than ten years' experience in the field – and as a Master NLP Practitioner who has studied with some of the world's leading experts in the field of emotional intelligence – he developed his own unique emotional intelligence models and techniques to help people understand themselves and feel more relaxed, confident and focused on a daily basis, whatever the situation. Amarpal is joint author, with Anne, of the *Results Coaching in 60 Seconds* book.

Anne and Amarpal have received excellent feedback for their RC60™ and Enneagram-based training, as the following comments demonstrate:

'I think my whole approach to teamwork and 1:1 sessions will be different as I will be able to recognise when I am operating from a healthy natural state. I will also apply SMART objectives where I wouldn't have thought of using them before.'

GlaxoSmithKline

'I found the Enneagram profiling the most interesting as it revealed personality traits I either did not know I had or the ones that could be built upon.'

West Quay Shopping Centre, Southampton

'Superb! Reinforced previous learning. The Enneagram model provides the key framework on which to apply results coaching by recognition of emotional resistance to success.'

Leisure Connection plc

'Very thought-provoking. The content of the course was very good and the best part that impacted me was the Enneagram. I have learnt a great deal about myself – 2 great coaches. 10 out of 10!'

West Quay Shopping Centre, Southampton

'Very relevant. Incredibly interesting and I will definitely use it! The Enneagram was very interesting and it was all very useful.'

Sun Microsystems

'This has clarified a lot of grey areas I have had in management and helped me understand people more. The Enneagram is great way of making it easier to get the best out of my team. I am sure the impact will be a better performance and a better karma in the workplace.'

The Sanctuary, Covent Garden

Course outline

1 What is 'emotional intelligence'?

- *Introducing 'emotional intelligence' (EI)*
- Key areas of focus in developing EI
 - 'Know thy self'
 - Understanding what makes people 'tick'
 - Freeing yourself
 - Being yourself
 - Motivating yourself
 - Creating what you want
- Importance of EI to managing relationships
- *Introducing the Saran Model for raising awareness*
- How to recognise an emotionally intelligent individual

2 What makes people 'tick'?

- *Introducing the Enneagram*
- The nine personality types and how to recognise them
- Understanding healthy / unhealthy behaviour

3 What makes you 'tick'?

- The range of emotions
- Emotions as energy

- Going from 'I can't' to 'I can'
- Recognising resistance
- Understanding your thresholds and comfort zones
- The make or break point
- How to recognise and release negative energy
- How to maintain a perspective of watchfulness
- The flow state in terms of energy and watchfulness

4 How to develop yourself

- The importance of your 'natural state'
- *Introducing results coaching in sixty seconds – RC60™*
- The eight-step model:
 - Integrity
 - Setting effective goals
 - Evaluating where you are now
 - Motivating yourself
 - Formulating an action plan
 - Mentally rehearsing and taking action
 - Re-evaluating your progress
 - Celebrating your success

5 How to be yourself

- How to be fully accepting in the moment
- The total acceptance process
- The Saran Model – being present in the moment
- The integrity process
- Relaxing into your natural state
- *Practical exercises*

6 How to motivate yourself

- Positive thinking is not enough!
- Developing the right habits for success
- Linking emotion, energy and visualisation to positive thinking

7 Now do it!

- Action planning
- Keeping it going
- Extra help

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