



OVERVIEW

In this engaging, learner driven experience, highly technically skilled professionals are offered the opportunity to discover the art and science of relationship building. Using the latest thinking in neuroscience and social science, this learning event explores the complexities of interpersonal relationships between senior executives and their clients. Participants leave appreciating the basic building blocks of creating meaningful relationships and a heightened sensitivity to applying these to senior level decision makers.

By the end of this workshop participants will be able to:

- Articulate the efficiency and relationship costs of multitasking and lack of focus
- Describe the biological mechanism of emotion and the evolutionary advantage of feelings
- Identify why vulnerability is a strength in relationship building
- Describe research proving that the mind can rewire the brain
- Analyze two systems of thinking and how one system can manage the speed and assumption risks of the other
- Practice applying relationship-building skills from Day 1 to internal relationships
- Articulate how senior-level decision-makers are similar to and different from other client relationships

PROGRAM FLOW: KEY CONTENT AREAS

Day One

Opening Plenary

- Welcome and Overview
- Immediate Immersion
- Station Introductions
- Choose First Station

Stations: Round 1

- Choose and attend first station

Circles: Round 1

- Cross-station discussion and teach back

Stations: Round 2

- Choose and attend second station

Circles: Round 2

- Cross-station discussion and teach back

Stations: The One You Still Want to Learn

- Participants choose their final station

Closing Plenary

Day Two

Circles

- Senior Decision Maker Improv

Opening Plenary

- Day Introduction
- Senior Decision Maker relationships

Company Stations

- Preparing with two I's

Circles

- Lean on the full firm

Company Stations

- Power Questions
- SDM Conversations
- Time Apart Strategies

Wrap Up