

The Edge

In this engaging, learner-driven experience, 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.

Learning Outcomes

- 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
- Articulate how senior-level decision-makers are similar to and different from other client relationships

Program Flow

DAY ONE

Welcome and Overview

Immediate immersion

Station introductions

Being fully present in relationships and meetings

Accommodating feelings in relationships and meetings

Deepening relationships through vulnerability

Overcoming self-defeating thoughts in relationships

The upside and downside of my expertise

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

DAY TWO

Application

Immersion: Hot seat scenarios

Senior Decision-Makers

Who they are

What they value

Time together / Time apart

Preparing for the Call

Generating insight: M+A+I = Insight

Lean on the full firm

Power questions

SDMC

Dancing with the bear

Role-play

Application

Activity: Time Apart

Wrap Up