



# Thrive As An Organisation Through Strong, Supportive & Influential Business Relationships

## Building Better Business Relationships

### In-house group workshops



### Empower your people to achieve their full potential

Strong relationship-building skills are as crucial in business as they are in our personal lives. By learning how to strengthen bonds with colleagues, clients and suppliers you and your team will be able to:

- Work more effectively together
- Persuade others to say 'yes' to their requests
- Anticipate the needs of others and avoid conflict
- Accelerate change
- Achieve better results in sales or negotiations

### Without sound inter-personal skills people and organisations suffer

Excellent inter-personal skills and effective communication in the workplace are key to building strong business relationships. They breed high-performance teams where people collaborate with each other to achieve common goals.

But, if people within a business are not aware of the relevant verbal and non-verbal techniques that build connection, rapport, trust and influence, they are more likely to:

- Struggle to break down barriers to working collectively and harmoniously together
- Be involved in conflicts due to misunderstandings
- Develop poor relationships that limit success.
- Feel more stressed at work

Groupe Amplify helps your executives become skilled "people people" and build strong relationships across the organisation.

#### Best Suited For:

- Organisations placing greater value on developing high-performance working to achieve common goal
- Breaking down existing barriers that inhibit people working collectively and harmoniously with others

#### What Is Learned:

- How to connect with diverse people at a personal level
- Ways to quickly create rapport and trust
- Techniques to increase personal persuasion and influence

#### Key Benefits:

- Stronger bonds and greater influence with customers
- Deeper relationships and cooperation across departments
- An environment more conducive to collaborative innovation
- Greater employee engagement and work satisfaction
- Less workplace stress



### Structure Of Full-Day Interactive Workshop 6-9 People

#### Skills to develop strong, influential workplace relationships

- Make immediate and strong personal connections
- Get people to like you and want to do business with you
- Develop increased powers of persuasion and influence

#### Session 1: The Critical Sequence:

##### Connection, Rapport, Trust & Influence

- Developing clear definitions of each term
- Understanding the sequence, its importance and how to create each stepping stone
- Identifying key traps and how to avoid them

#### Session 2: Creating A Connection

- Getting all the elements right to create a positive first impression
- Making a personal 'connection' with someone to be 'likeable'
- Building bridges and spanning differences across people

#### Session 3: Developing Rapport & Trust

- Meeting individuals in their model of the world and connect mentally and emotionally
- Mirroring, matching & pacing the other person and developing trust through 'synchronicity.'
- Using the the powerful communications formula: intention; body language, tone-of-voice, words and 'the vibe'
- Understanding what it takes to be a 'good listener'

#### Session 4: Exerting Influence

- Exerting a positive effect on the attitudes and opinions of others and get them to say yes to your requests.
- Generating and projecting power and confidence
- Leveraging the 6 Universal Laws of Persuasion e.g. reciprocity, social consensus, scarcity.
- Words At Work - speaking with passion, power and persuasion
- Responding to questions in the right way

#### POST WORKSHOP

- Access to 'the 'Do-ABLES' toolkit
- 30 day access to Neil Ross for coaching & advice

Your trainer is Groupe Amplify's CEO, Neil Ross, who will impart 30 years of effective business communication and relationship building experience gained as:

- QANTAS Group General Manager Of Global Marketing
- Managing Director of several major advertising agencies
- A trainer & consultant to some of Australia's leading companies including Aristocrat, News Corporation, ABC Television and OMD



# Give Your Business An Edge With Powerful Skills Training

Communicating

Collaborating

Motivating



## Valuable skills that develop your people, your teams & your success

We're specialists in interpersonal skills training across the areas of communicating to, collaborating with, and motivating other people.

Through powerful, customised and easy-to-follow training, we help you equip your executives with the skills, tools and techniques they need to:

- Speak confidently, engagingly and persuasively to any audience
- Inspire, educate and bring about action and change
- Generate buy-in and support for proposals
- Win new business pitches
- Solve business problems collaboratively, creatively and effectively.
- Build and lead motivated, high-performing teams
- Develop better business relationships

Based in Sydney, Groupe Amplify clients include corporate and government organisations across Australia.

### What We Do ...It's Different!

Our workshops and seminars are full of insights, and exercises that involve people in applying what is learned to their world. People tell us they love the experience because it's fun and relevant.

Our approach is to:

- Avoid complexity and information overload
- Provide people with a range of practical skills, behaviours, techniques and processes useable the next day, and every day
- Be easily recalled and applied through simple tool kits that contain the Do-ABLES

It's what we call our 'Alchemy' and it's the difference that delivers practical skills with practical impact.

### Expert Knowledge

Neil Ross is the founder and CEO. His experience gained with QANTAS as Group General Manager Of Global Marketing, and in leading several major advertising agencies, has been woven into each workshop. This is 'real-world' learning combined with the best knowledge gathered from experts in each field.



## Our 'Alchemy' Programs



### Communicating

#### Compelling Presentations

- Two Workshops of 6-7 hours each – up to 9 people - customised
- **Also:** Event communications strategy; Content development and Script writing; Rehearsals and Performance coaching

#### Speaking Inspirationally

- One-day Workshop – up to 9 people OR ½ day Briefing for 25
- **Also:** Keynote addresses; Event consulting; Script writing; Rehearsals & Performance coaching

#### Executive Communication Skills Development

- Practical, powerful and confidential training for busy leaders
- Customised program that can span across communicating leadership, writing great words, performance coaching and more



### Collaborating

#### Working Collaboratively To Creatively Solve Problems

- One-day workshop – up to 9 people - customised

#### Building Better Business Relationships

- One-day workshop - up to 9 people - customised



### Motivating

#### Managing & Motivating A High-Performance Team

- One-day workshop - up to 9 people - customised
- Executive Team Coaching

#### Developing A High Performance Leadership Team

- Highly customised program combining individual and executive team coaching sessions
- Program spans 5-6 months