COURSE TITLE:

Read the Room & Pivot

The art and science of reading cues and harnessing agility in important conversations so you can build better relationships, create more trust, and more effectively address needs





90 MINUTES | VIRTUAL OR LIVE

OBJECTIVES



CREATE

Create an atmosphere of trust and connection by putting the focus on the other person instead of yourself



Embrace curiosity to better understand our audience



important conversations.

DESCRIPTION

your agility so you can be ready for any conversational curveball. By combining an

We've all entered a conversation expecting it to go one way but quickly discover the other person (or people) have an entirely different agenda. This course ups your social awareness and enhances

improviser's mindset with the brain science behind

functional way of authentically engaging others in

why we fear straying from our planned talking

points, participants will unlock a new, fun,

Ideal for sales teams or anyone whose job requires connecting via critical conversations.

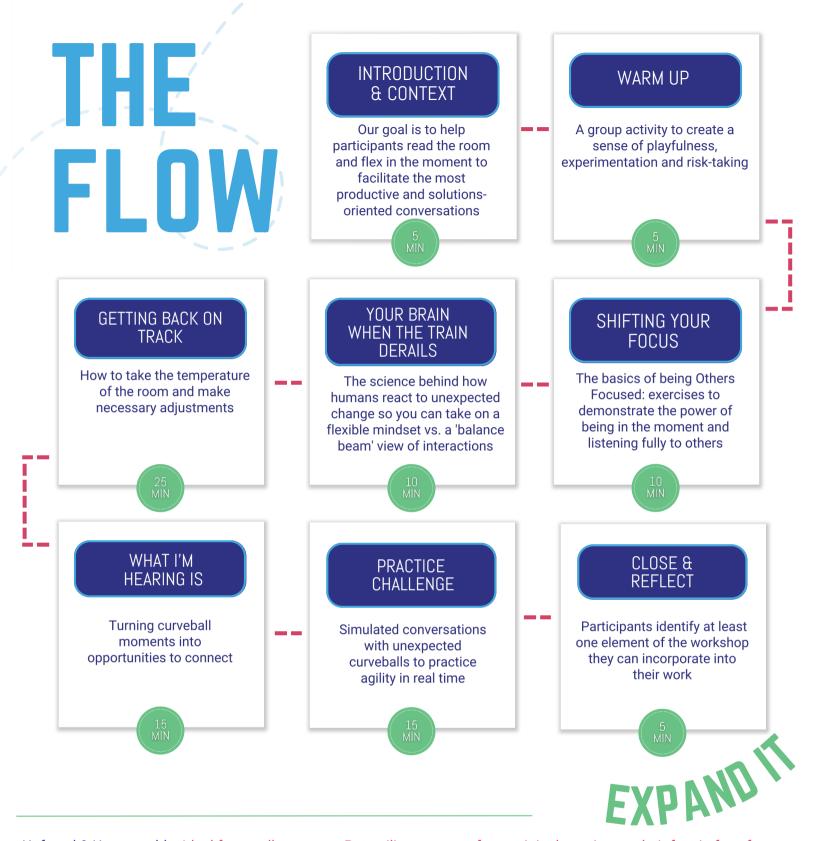
> Ditch the script and be ready to pivot in conversations



RECOGNIZE

Recognize and respond to signs of interest, disinterest, excitement, and everything in between





<u>Unfazed & Unstoppable:</u> Ideal for smaller groups. Put agility concepts from original session on their feet in fast, fun, and customized role plays that reflect their real-world conversational challenges. Work with veteran improvisers to create realistic conversations in real-time and practice picking up social cues, pivoting, and delivering your message with greater impact. Participants also receive tailored feedback for their specific conversational hang-ups.

<u>Pivot U:</u> Agility-focused 60-minute add on. Build on concepts laid in first session, but faster, more energized, and more unpredictable. Exercises are more intermediate/advanced level and tailored to the participants' work realities. Learn more advanced skills, raise your self-awareness, and isolate your conversational superpowers.

