

# Whole Brain® Thinking and Influencing Others

## Introduction / Course Aim

No matter what business you're in, new complexities, overwhelming speed, constant change and non-stop distractions are all part of today's reality. Getting ahead of them requires getting smarter about thinking. When people cannot work together effectively, the costs-from miscommunication can be significant. The Whole Brain® Thinking System gives people, teams and organizations the skills and tools to increase their thinking agility so they can achieve exponentially higher levels of performance.

## Course Objectives

By the end of this course, participants will be able to:

- Understand their own thinking preferences and how they influence behaviour
- Analyse of the impact that stress can have on individual and team behaviour
- How to communicate with and adapt to others with a different thinking preference
- Build confidence and overcome the imposter syndrome
- Use questioning and listening to understand needs of others
- Be clear in stating their position and their expectations when challenged
- Use Influencing strategies to achieve a desired outcome

## Why Whole Brain® Thinking?

Teams are the engine of the workplace today, but frequently, people who perform well on their own struggle to work together successfully- often because they fail to understand, appreciate and/or value each other's thinking preferences and how to get the best out of each other. Understanding thinking preferences paves the way for high performance by allowing:

- The team to make adjustments to improve processes, outputs and outcomes
- Diverse perspectives to be appreciated and applied
- Managers and leaders to determine the best way to manage, influence and motivate
- Teams to build the resources to become accountable for their own productivity
- The reduction of frustration and stress that can often accompany, and impede, group interactions
- Faster decisions and outcomes from every interaction and engagement.

## Pre-course Whole Brain® Thinking Assessment

Participants complete an assessment to provide a deep insight into individual thinking preferences, the HBDI® Profile and Reports reveal the impact of your thinking on your work, how you communicate and influence others.

This 120-question assessment will evaluate and describe the degree of preference each person has for each of 4 thinking styles, based on more than 30 years of cognitive research and real-world application in leading corporations.

**There is an extra per person cost for the assessment in addition to the course costs.**

## Content

A sample of what is covered includes:

### INTRODUCTION TO WHOLE BRAIN® THINKING

- Diversity Game
- Meet Whole Brain Thinking & guess your preference
- Understanding your profile
- Team profile mapping
- The impact of stress on how you behave

### COMMUNICATION STRATEGIES

- Think about communicating
- Think about listening
- Think about questioning
- Think about getting buy-in

### CONFIDENCE AND THE IMPOSTER SYNDROME

- Conscious competence
- How your beliefs shape your self-perception
- Recognising the imposter in you

### INFLUENCING STRATEGIES

- Push/Pull Influencing
- The Hays influencing strategies
- The strategies that you use
- Adapting your strategies to influence more effectively

### PUTTING YOUR STRATEGIES INTO PRACTICE

- Aligning influencing strategies with Whole Brain Thinking
- Employing your thinking and communication strategies to increase your influence

