

Summit Skills Challenge

Day 1

“In the Zone” Negotiation Simulation

- Build Mutually Beneficial Relationships
- Learn how to use “power” wisely
- Discover the importance of building “trust”
- Explore the connection between time and information
- Practice the skills of “win-win” negotiators

Leadership Style (Activity & Personal Profile)

- Uncover your preference for one of 4 leadership styles
- Identify personal leadership characteristics and relate your style to how you performed in the previous experience
- Discuss implications of this style with others and how to modify your style to consistently get “great” results with clients, management, co-workers and team members

Maximize Resources for Best Results (Activity)

- Explore the complexities involved in Problem Solving and true understanding
- Develop Questioning skills that help clarify, confirm and gain agreement
- Discover how important task behaviors and process behaviors are to any interaction
- Transform information & active listening into results!

Effective Communication (Activities)

- Explore barriers to communicating effectively
- Learn the behaviors required for efficiency and accuracy
- Explore the benefits in seeing other’s “frame of reference”
- Experience best “results” when “understanding” is your goal
- Learn how to deal with Conflict effectively



Day 2

Icebreaker: Personal Shield

Personal Style Inventory & Team Profile

- Explore your preferences for Introversion/Extraversion, Sensing or Intuiting, Thinking or Feeling, and Perceiving or Judging.
- Discuss how to use your "self" knowledge to better adapt & flex to other's communication preferences when "understanding" is your goal
- Explore the advantages of embracing different styles & seeing other's as a "resource" to be nurtured

Team Effectiveness Simulation

- Learn and Practice key process skills that lead to synergy
- Explore the skills associated with Problem Solving, Listening Actively, Managing and Resolving Conflicts, Consensus Decision Making and Leadership
- Use your knowledge of Personal Style to improve your team discussion, team effectiveness & Results!

NLP (Neural Linguistic Programming) for Selling

- Discover your preferred "Sensory" Modality and how you like to "take in" and attend to information.
- Explore your preferred "Thinking" style and learn the difference between left & right brain responses.
- Determine your preferred mode of "Expression" and how you like to produce results and send information.
- Learn the salesmanship skills to develop "Rapport" quickly and put others at ease
- Practice identifying other's modalities and adapting your presentation to fit their communication preference

Purple Cow Presentations (Activity & Practice)

- Learn a proven method of presenting that creates clarity, confidence, and audience interest
- Explore how to use "delivery" skills to enhance your message and ultimate objective
- Practice designing a memorable and understood introduction, body & close
- Design and Develop a "Purple Cow" Presentation utilizing the skills, concepts, and learnings from the 2 day Summit.

