



ADD

S.A.L.T

Somatic learning

Authentic conversations

Language & Leadership

Trust building

TO YOUR LEADERSHIP.

LEARN TO BUILD AN UNSEEN POWER THAT
HELPS US LEAD EFFECTIVELY TO PRODUCE
RESULTS THAT MATTER.

For: Anyone leading a team



WHY JOIN?

- Lift self-imposed relational limits and sidestep negative conditioning
- Function from a place of knowing your personality and what has shaped your relational resume
- Shift your ability to connect with the others and establish 'trust' as the unseen power
- Learn tools to shift and improve interpersonal dynamics and difficult relationships
- Build communication and conversational intelligence with teams, clients and other stakeholders
- Make strong agreements with teams and clients, and lead with a mood of ambition
- Develop an intuitive and human approach to leading teams
- Learn 3 ways to influence and design your professional public identity



METHOD:

- 15 modules of digital video content
- About 8-10 topical live calls (90 minutes each) and 3-4 live group coaching calls (60 minutes each)
- Each module has notes and a practice reflection sheet
- Some modules need conversations between participants
- Some modules have mind-body practices



MODE:

LIVE calls on Zoom with Sailaja Manacha



START DATE:

This course can be organised as a 8/12/16-week program depending on the pace preferred.



CURRICULUM: 12 MODULES COVERING BELOW TOPICS:

1

Introduction to Relational Intelligence & the Ego States

'The Self of the leader' is where one leads from. Understand what constitutes the 'Self' from a personality perspective. Learn the Ego State theory to deconstruct YOU.

2

Behaviours and how we show up

Learn the classification of behaviours to help us understand ourselves and others. Recognising these behaviours in our conversations gives us vital clues to move to a more powerful place than being stuck.

3

Presence & Listening

Present, open and connected is a way of being. Start practising presence as a way of listening. Learn Somatic practice to build this muscle.

4

Anatomy of Action

Learn the 'Anatomy of Action' model and its application for leading teams while also being impactful with peers or clients. It's the way to create results that matter.

5

Centrality of Care

Learn about 'Care' and its centrality to effective leadership in life and work. The awareness of 'care' changes how we work and focuses our attention on waste and value creation. It begins to shift how we express our convictions as we lead.

6

The Conversational Stance

Learn anchoring into an 'I am OK, You are OK' conversational approach and practice. Know about some effective I+U+ strategies that can shift us from conflict to growth and ease.

7

Effective Transacting

Learn about typical human communication patterns. Uncover why we face challenges in certain relationships and learn how we can shift our energy and move to smarter ways of relating.

8

Strokes

Learn about what drives people and contributes to their motivation. Learn relational skills vital to recognising others and building more bridges to others.

9

The Contracting Conversation

Making agreements with others is a vital leading skill and learning to deep dive into the unknown space of psychological disagreements is invaluable. Learn skills to surface the unsaid and hold these conversations with confidence.

10

Changing core self patterns

The core limiting psychological patterns in our working styles can cause difficulties especially with our teams. Learn a powerful affirming method so we slowly but surely change these patterns and thus bringing more ease and value to all.

11

Moods & Emotions

Emotional literacy and the value of energising moods for a leader is important as it impacts our meetings as well as problem solving with teams, peers and clients. Learn about energising and de-energising moods.

12

Crafting your public identity

We can amplify our growth by changing how we are seen and heard in our team, organization or communities we serve. Learn to take charge of one's public identity through Requests, Offers and Promises.

If you have any queries, you can also email Sai at sailaja@physis.co.in