

# Strategic Listening Skills



## Workshop Info

Pricing*	\$6,450
Max Participants	25

**Length & Delivery** 1-day, In-person

Pricing includes customization, all workshop material, and follow-up coaching for 1 year.

*\*Talk with an IFI consultant for additional pricing, content and delivery options.*

Advanced listening skills can give your organization a strategic advantage. This workshop helps participants take a personal inventory of where their listening skills may be deficient and learn tools to better understand coworkers as well as potential and current clients.

## Participant Outcomes

- Assess different personality types and **help others feel that they are understood**
- Understand what makes **strategic communication** within your organization
- Find your own **communication blindspots** and make plans to improve them
- Develop relationships that are **more meaningful while requiring less effort**

## Material Covered

- Barriers to Communication
- The Art of Listening
  - Types of Listening
  - Listening in Conversation
  - Assertive Listening
- Quality Communication

## Organizational Outcomes

- Increased sales
- Higher productivity
- Workplace culture that creates respects
- Higher employee engagement & less turnover



## Just a Little Bit Better

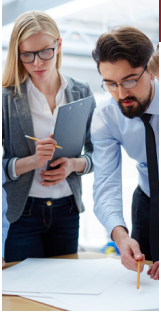
Habits & skills form when we consistently and regularly apply principles, becoming just a little bit better one "drop" at a time.

Our training process transfers skill through:

- **Pre-workshop customization**
- **Engaging, tool-based workshops**
  - Fun, 70% exercise-based workshops
- **Regular post-workshop follow-up**
  - Follow-up for one year following training

**Find out more at <https://ifitraining.com/sls>**

# More Leadership and Professional Development Workshops from IFI Training



## Team Building

Successful organizational development starts at the team level. This team building course will help teams of any organizational type and structure understand how to communicate values and goals, use tools to effectively improve relationships and diagnose problems to work as a team to find solutions.



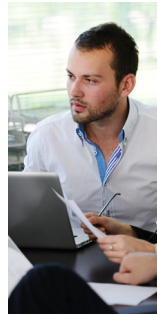
## Convincing Interpersonal Communication

Designed for management and HR professionals, Convincing Interpersonal Communication helps professionals lead others using effective communication by understanding personalities and their affect on interpersonal relationships.



## Performance Evaluations that Matter

This workshop helps managers give effective performance evaluations by understanding their employees' communication & interpersonal needs, working with employees to correct problems, & motivating employees align their goals with organizational priorities.



## Positive Conflict Resolution

Personal conflict is the main reason employees leave a job. This workshop helps managers and HR professionals create an environment where employees can proactively understand one another and solve interpersonal conflict for positive outcomes.



## Strategic Thinking & Problem Solving

Innovative thinking and problem solving can fuel businesses growth & create an organization that thrives on challenges. Professionals in all disciplines can better contribute to their teams & business as they learn to work through problems personally & with teams and boost creativity to tackle a constantly changing work environment.

***"The tools adapt to our changing environment. I can use them in every area of my life - professional & personal."***

*- Workshop Participant*

## Other IFI Training Areas

### Communications



Good communication **reduces turnover, increases employee engagement** and **contributes to a better product** and process within your organization. We partner with you to create customized programs that target weak points in your organization and turn them into strengths. Communication excellence courses target leadership communication, presentations, daily emails.

### Technical Skills



Change is the constant in the workplace. Every technological edge can turn into a marketplace advantage. Investing in your employees' technical skills will help to **improve organizational efficiency, increase employee engagement** and **help your team stay relevant**. Learn more about Microsoft Office programs, project management and other common business tools.

### Business Development and Sales



The best product doesn't always win. **Increase your win percentage** by working with your client to develop the solution they need. We work with you to help **refine your sales process** to place your product in a winning position so that it succeeds in the marketplace. Learn more about Proposal Writing Strategies, Capture Assessment, Diagnostic Visits and other sales training.