

# Reimagine Success: Harnessing a Growth Mindset and Mastering Influential Communication

Individuals who believe their abilities can improve with effort are more likely to embrace challenges, persist in the face of setbacks, and seek feedback to enhance their skills. This attitude is crucial during interactions, as it encourages the team to view difficult situations as opportunities for growth rather than insurmountable obstacles. A growth mindset also cultivates resilience, enabling individuals to remain motivated and positive.

The ability to influence, combined with effective communication and storytelling, is essential for persuading others and closing negotiations. Influential individuals can use different strategies to effectively articulate the value of their products or services and gain commitment to address the specific needs and concerns of prospects. Effective communication ensures that every interaction builds trust and rapport. Telling a compelling story makes the pitch more engaging and memorable, helping others visualize the benefits and emotional impact of the product. Together, these skills enhance the team's capability to negotiate successfully, connect with clients on a deeper level, and stay motivated by seeing the tangible impact of their efforts.

## Target Audience

This course will benefit all leaders or individual contributors in corporate organizations, professionals, entrepreneurs and business owners who want to develop the mindset to capture opportunities to influence commitment from others to take actions

## Duration

8 hours

## Course Topics

- Growth mindset
- Influencing principles
- Effective communication
- Power of storytelling

## Objectives

This course equips participants with practical techniques to:

- Identify the impact of the Growth Mindset in personal and professional lives
- Employ strategic influence principles to strengthen your ability to gain commitment in others to take actions
- Improve understanding and capability in mindful (active) listening and develop balance between inquiry and advocacy in communication
- Understand the art and science of storytelling and the impact it has to influence

## Desired Outcomes

- Increase individual effectiveness and performance
- Build confidence and resilience in facing challenges
- Develop a learning attitude towards every mistake or failure
- Motivate continuous self development

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## Course Outline (Duration: 8 hours)

### Growth Mindset (2 hours)

- Growth vs Fixed mindset self-assessment
- Growth mindset defined and relevancy to personal success
- The journey to transform your mindset

### Break

### Influencing Principles (2 hours)

- 6 Strategies to influence
- Mini case studies
- Reflection on applying influencing principles

### Lunch Break

### Effective Communication (2 hours)

- Mindful (active) listening
- Inquiry vs. advocacy
- The balance of listening, inquiry and advocacy in interpersonal interactions

### Break

### Power of Storytelling (2 hours)

- Why storytelling
- Structure of stories and polishing
- Craft and tell your story to inspire actions