

PEOPLE SKILLS



People Skills.

A recent study found that 65% of teenagers feel 'uncomfortable' engaging with people face to face, and when they spend an average of 18 hours per week online, it's no surprise. Simply picking up the phone or starting a conversation with a stranger is a scary task for many young people used to texting and emoticons.

While an increasing amount of the world moves online, the majority of human interactions still happen in the real world, where we don't have the ability to delay, filter and edit what we say and how we say it.

Career progression is still a case of who you know, not what you know. Building relationships, reading social queues, being persuasive and handling conflict are crucial skills employers have identified young job seekers are lacking.

While some students are naturally more gifted than others, people skills are skills we can learn like any other. This class is designed to demystify body language, eye contact, small talk and making new friends; giving students practical tools they can start using right away.



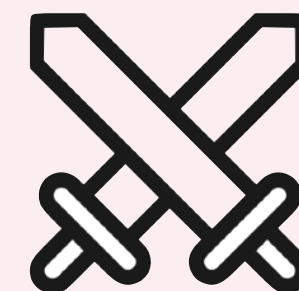
Value for participants.



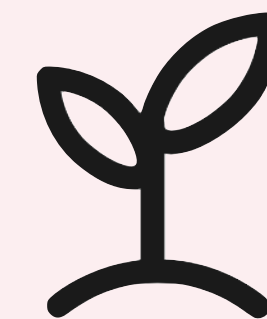
Overcome social
anxiety



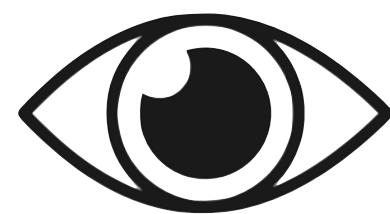
Develop **charisma** &
likability



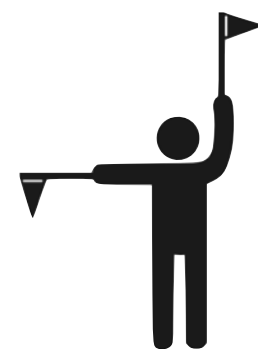
Resolve **conflicts**
healthily



Turn **small** talk
into **big** talk



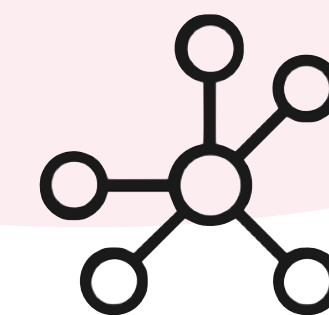
Use **eye contact**
effectively



Interpret and use
body language

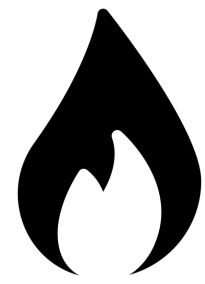


Confidently engage
face to face



Network and build
relationships

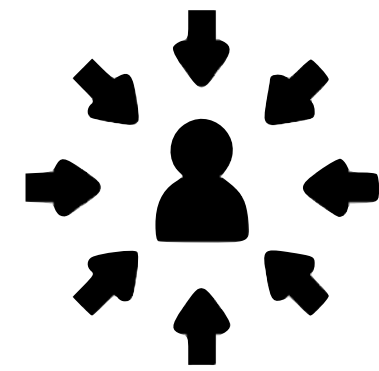
Our approach.



Experiential, not informational

We employ the Engaged Learner model to engage students' heads, hearts and hands. By integrating cognitive, affective and practical learning domains, we bear witness to the fact that people learn, think, feel and act differently.

In practice, this means we combine fun game-based activities with personal stories, interactive discussions and the latest research to create an immersive, transformative experience students love. They will feel comfortable sharing their opinions and getting involved.



Personalised and ongoing learning

We take the time to ensure that we understand the unique needs of your school so that we can give your students an experience that is relevant and personal and real.

All activities are tailored to their age group and level of maturity. After the face to face seminar, we'll also provide a range of follow up activities to build on what they've learned, teacher resources and curated content from the digital world students live in, which they can use to continue their learning journey outside school.



Embrace resistance

The best way to approach lifelong learning is to remember that resistance is a window into a need not being met. Find the need, meet the need, reduce the friction and crack on!

By getting "curious, not furious" with resistance from students, we can help them to express their needs in a healthy and productive way so they can get those needs met and get back to actively engaging with the topic rather than distancing and removing themselves.

Activity showcase 1.

It's hard to underestimate the importance of eye contact. When we choose to meet eyes, for how long, and with what expression can be the difference between appearing bored or curious, coming across as passive-aggressive or even flirting

Most of us can keep eye contact when listening to someone else without too much difficulty, but doing so while talking is something else entirely.

We ask students to pair up, lock eyes with their partner and firstly tell the other person the first three things they did after getting out of bed that morning, trying their best to not look away.

If they can manage that, which usually about 50% of students can, level two asks them to do the same again, but this time to share the story of last time someone said something hurtful to them. Practically no one can.

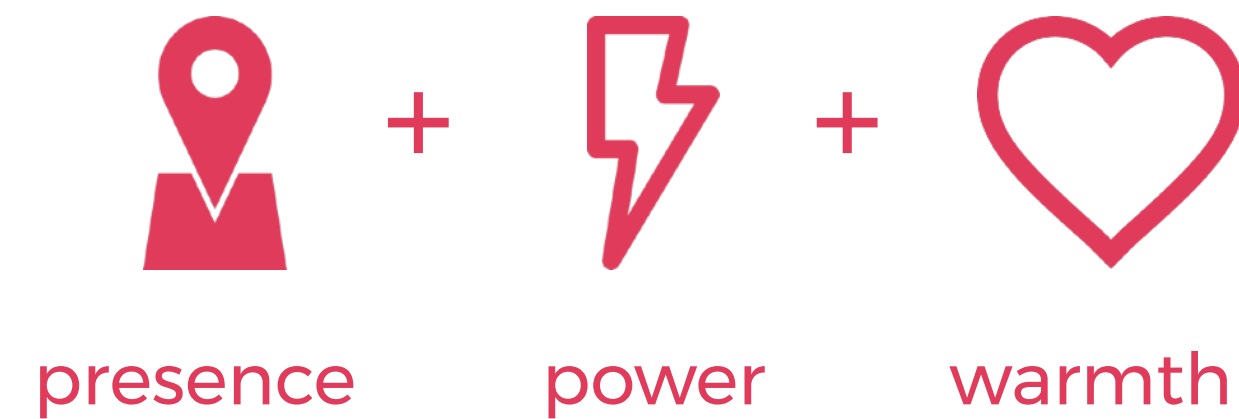
Learning to maintain eye contact when talking about something personal, even when we're not feeling emotional, is incredibly difficult, but it's one of the main separators between engaging speakers and those for whom our attention seems to seep away. By learning to use eye contact to build connections with their audience, students immediately become more engaging, charismatic and interesting.





Activity showcase 2.

As Olivia Fox Carbane identifies in 'The Charisma Myth', charisma can be broken down to a simple formula:



By being more warm, we immediately become more charismatic and more likeable. Put simply, we like people that like us.

One of our favourite activities asks students to pair up, stare awkwardly into each others' eyes, and take 30 seconds to remember and share a moment when their partner did something they really appreciated.

Did they give a great answer in maths class, kick a football way further than they thought possible, come up with a witty joke they really appreciated or simply listened really well one time when they needed to vent?

Hugs, handshakes and the occasional tear are inevitable as students enjoy the gift of gratitude, and appreciate it's often more in the giving than in the receiving of compliments when we connect most strongly.



"It's really nice to be focusing on something that's not just school and not just marks, but something you'll really be carrying through your whole life"

- Natasha, Year 12

"It was great to learn that charisma isn't mysterious, but simple a combination of things I can practice and hopefully get better at."

- Diego, Year 10



"It's not just a presentation, it's an interactive discussion on how to apply these real world skills into their everyday context."

- Christopher, Teacher

"I learnt people don't respond to facts and figures, you need to speak to their emotions if you're going to be able to change their mind"

- Gary, Year 8

Our Clients.

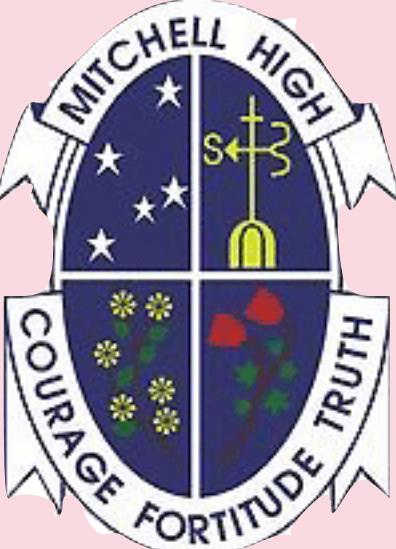
We're proud to have worked with schools including:



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