

HBA EUROPEAN LEADERSHIP SUMMIT 2018
People, Purpose & Passion: The Pathway to Success
Berlin, 11-12 October, 2018

EDUCATIONAL SESSIONS

Navigating Conflict and Difficult Conversations

Deborah Grayson Riegel

Company: The Boda Group

Objectives:

After participating in this session, you will be able to:

- Understand the difference between productive and unproductive conflict
- Recognize conflict-avoiding behaviors in yourself and others
- Navigate difficult conversations with less stress and more success

Audience: Professionals at all levels

Description:

Being a successful leader requires us to have conversations that are difficult, not to mention important, awkward, tricky, meaningful, and powerful. The goal isn't to avoid these conversations; it's to find ways to have these conversations well. This session gives participants simple, direct ways to see conflict and resistance as opportunities for communication and growth. Practical, interactive exercises teach you how to prepare for and have difficult conversations, manage different perspectives, identify and reduce resistance, and create shared solutions with greater confidence and speed.



How to Crush your Comfort Zone

Richard Colley

Company: Sladen Consulting

Objectives:

After participating in this session, you will be able to:

- Understand what the comfort zone is and be able to spot more opportunities to choose to step into areas of development and growth
- Learn a 4 step process to expand your comfort zone
- Be able to use 7 key questions to help you step out of your comfort zone
- Have had an experience and opportunity to practice and receive feedback



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Audience: anyone who is interested in self-development, feeling more in control in moments of uncertainty and being more confident to step into the unknown

Description:

We work hard to be comfortable, to make life as easy as possible but this can lead to complacency. We can become habituated and so stay in our comfort zone. Stepping out of our comfort zone can take many forms and is different for each of us - a new job, a big presentation to a senior group, walking into a room full of strangers or confronting conflict and having tough conversations. To do it we need support, courage, coaching and encouragement, but it can feel awkward, unnerving, unfamiliar, and sometimes frightening. This is the stretch zone, where learning and development happens. But if we do it regularly with many different challenges, our comfort zone expands and our capability increases and our fear decreases.

Increase Your Impact and Influence

Richard Newman

Company: Body Talk

Objectives:

After participating in this session, you will be able to:

- Essential elements of personal presence that will give you extra authority and influence in business
- Increase your natural persuasiveness, personal impact and effectiveness, with a more compelling communication style
- Learn how to combine your own authentic communication style with success principles, that are proven to work internationally



Audience: all delegates hoping to boost their communication skills

Description:

Do you want to have more presence, authority and influence to persuade people with your ideas, whenever you speak? Many great ideas fail simply by being poorly communicated. Discover how to make your ideas happen, through inspiring and motivating people and get the results and respect you deserve. Working with UCL, Richard's team created one of the largest studies ever done on leadership communication and influence, which was published in the Journal of Psychology in 2016. The results show that you can increase your ratings for leadership qualities, including how convincing you are by 42% and how good a leader you are perceived to be by 44% by using a few simple principles every day. Richard will share with you and your team how to achieve this through a few simple changes in your behaviour.

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Unleashing the leader within you

Sabine Hutchison

Company: Seuss Recruitment BV

Objectives:

After participating in this session, you will be able to:

- Regardless of where you are in the org chart, be confident in your leadership skills
- Begin to embrace your inner leader
- Rethink the way you look at yourself
- We will brainstorm around actions you can take to help bring desired change

Audience: This topic can reach a variety of individuals, starters to senior

Description:

Marie Curie once said, "We must believe that we are gifted for something, and this thing, at whatever cost, must be attained." Are awe-inspiring leaders just born? It is true that some individuals just have that inherent leadership quality? We assume they are born that way and some are. However, more leaders than you think have worked tirelessly to enhance the skills needed to inspire and lead teams. If you are not one of the "born" leaders you can develop and achieve your full leadership potential. Find your style and truly master behaviors, so you can soar as a high impact leader.



Presenting in English for nonnative speakers

Deborah Grayson Riegel

Company: The Boda Group

Audience: professionals at all levels, non-native English speakers

Description:

Are you a Nonnative English speaker who makes presentations in English? Do you worry that people won't understand you, or that you'll say the wrong thing, or that you won't appear confident or persuasive? Then this session is for you! Join Deborah Grayson Riegel, Wharton Business School lecturer and author of "Tips of the Tongue: The Nonnative English Speaker's Guide to Mastering Public Speaking" for an interactive workshop that will help you improve your confidence, competence and cultural comfort.

