

Saintfield High School Middle Leaders

SESSION THREE - Welcome





Expected outcomes from session 3

Recognise important aspects of influence & persuasion

Highlight basic elements of motivation

Identify practical tools for clear communication

Agree the 'what next'



Whole Brain Communications

A

20

Critical analysis
Facts – no fluff
Technical accuracy
Goals & objectives
Well articulated ideas
Data –fact based charts
Brief, clear, precise info

Minimal details

Freedom to explore

Metaphors – Visuals

Overview – Big picture

New, fun, imaginative

Conceptual framework

Aligns with I/term strategy

27

D

B

21

Detail time-action plan
Thorough w/references
Rules & procedures
Step by step – Concise
In writing in advance
Contingency plans
No digressing

Open, informal discussion

Expressive body & voice

Intros and conversation

Knows effect on others

Knows how people feel

Hear & understand all

No hidden agendas

28

C



made with
Fearless Soul
Videoshop



Do you love your wife?

SOURCE: TOM BILYEU



“Leadership is not
about a title or a
designation...
It's about **impact,**
influence and
inspiration”



Robin S Sharma





**THE POWER,
ESPECIALLY INDIRECT
OR UNNOTICED,
THAT ONE HAS
TO AFFECT ANOTHER**

— *Influence* —

**THE ABILITY
TO OFFER IRRESISTIBLE VALUE
TO OTHERS BASED
ON THEIR VALUES**

— *Persuasion* —



Ethos

Pathos

Logos



DAVID BECKHAM

HIS CHARISMA IS KNOWN THE WORLD OVER. WITH AN UNSURPASSED LEVEL OF RESILIENCE HE HAS SURPASSED THE EXPECTATIONS OF MANY. IT HAS SINCE CARRIED HIM TO THREE WORLD CUPS. HE IS SIMPLY SENSATIONAL - ON AND OFF THE FIELD.

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ROLEX OYSTER PERPETUAL AND DATEJUST ARE TRADEMARKS. NEW YORK.

NEED ANOTHER REASON TO GO VEGETARIAN?

Never feeling the sun on their backs or the grass beneath their feet, unable to spread a wing or stretch a leg ... animals suffer on factory farms.

—MISSY HIGGINS

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Photo: Michael Low Makeup: Tracey Miller



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MICHELIN. BECAUSE SO MUCH IS RIDING ON YOUR TIRES.

At Michelin, we are guided by a single overriding concept: how can we be as concerned for the most important piece of equipment you can put on your car.

Therefore, making the best tire possible, regardless of cost, has become an obsession with us.

That is why we make our own steel for our steel-belted radials. Why each tire model is as long as the development stage. And even longer in the test and manufacturing stages.

That is also why Michelin performs as well as they perform. And last on long as they last.

And, of course, why they cost more to buy.

Though you may find, on many Michelin Super 10s, they end up costing less to own.



MICHELIN

A woman with long blonde hair is lying in bed, propped up on her elbows, looking towards the camera. She is holding a clear plastic bottle of SmartWater. The bottle has a blue label with the word "smartwater" in white lowercase letters. Above the brand name, in smaller blue letters, it says "GLACIAL". The background shows a bright blue sky with scattered white clouds. In the distance, a city skyline is visible through a window. On a bedside table next to the bed, there is a round analog clock and two small, round, light-colored containers with black bands.

GLACIAL
smartwater.

look up to the clouds.

that's where we found the
inspiration for **smartwater.**

vapor-distilled purity.

just like the clouds.

find out more at facebook.com/smartwater

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Portable charging cable that comes with
every car and can be plugged into any 15A socket.



AC fast charger available at MG dealerships,
along key routes in satellite cities.



Road Side Assistance, available 24x7 in case
of an emergency.



DC super fast chargers available at your
nearest MG dealerships, 24x7.



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INFRASTRUCTURE**

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WARRANTY***

**5 YEARS ROADSIDE
ASSISTANCE***

**5 LABOUR FREE
SERVICES***

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MG ZS EV European spec variant awarded 5 star safety rating on 18 dec, 2019. Source: www.euroncap.com #ARAI certified range; tested under simulated environment, as per regulatory test requirements. ^Calculated up to 1 Lakh km of preventive maintenance (including parts, consumables, labour, taxes) along with and as of date petrol and electricity rates in Delhi-NCR. Only in Delhi. As per government policy as of the date of release of this ad. *Available on selected models. >8 years/1.5 Lakh km warranty on Battery pack. Applicable only for Private registered vehicles. T&C Apply and details as per the owner's manual. Contact your nearest MG ZS EV dealer for more details. *For first 5 scheduled services. | Features and specifications may vary model & variant wise. Vehicle body colour may differ due to printing process. Images used in this ad are for representation purpose only. In view of our policy of continuously improving our products, we reserve the right to alter specifications, features and designs without prior notice and without liability. Please check details with your nearest MG dealer for latest information.

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CORE SKILLS



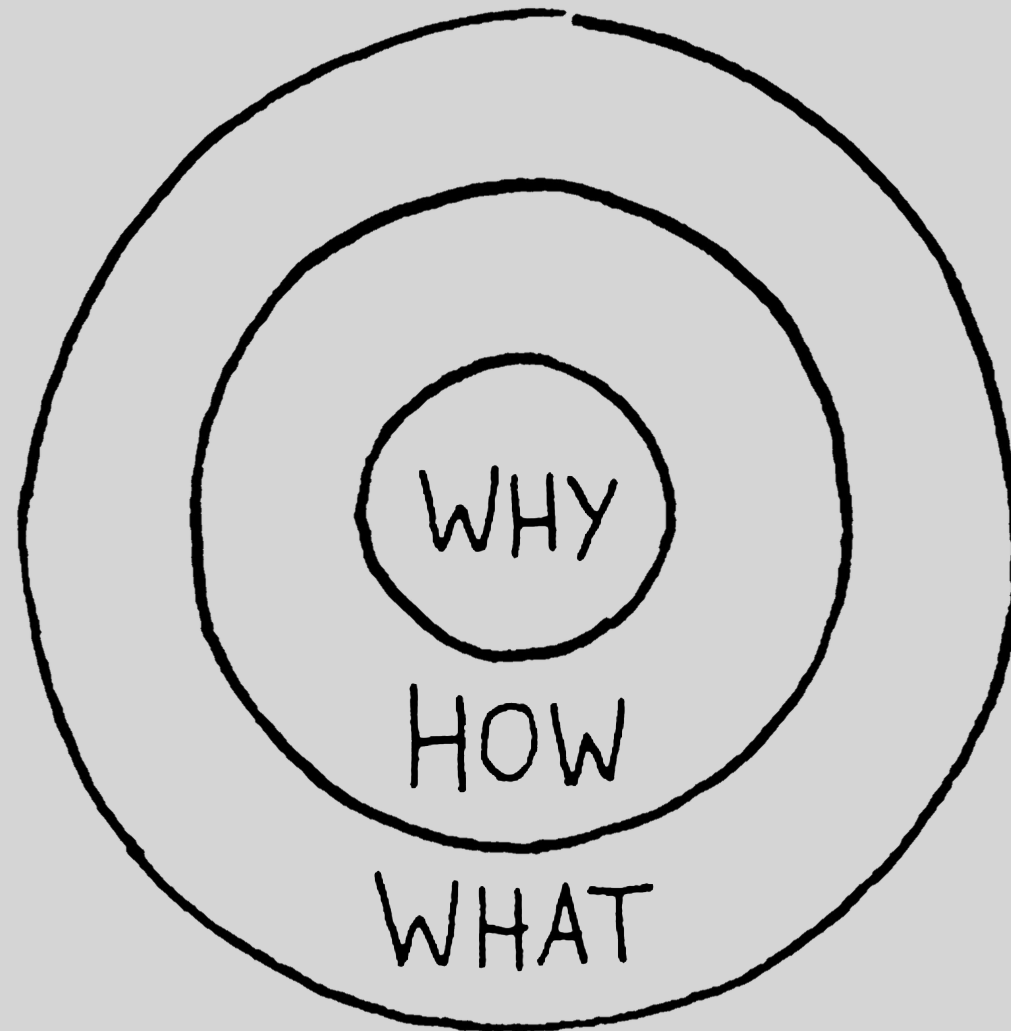
Introducing **THE GOLDEN CIRCLE**





The Golden Circle

CLARITY OF **WHY**
DISCIPLINE OF **HOW**
CONSISTENCY OF **WHAT**



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COMMUNICATION





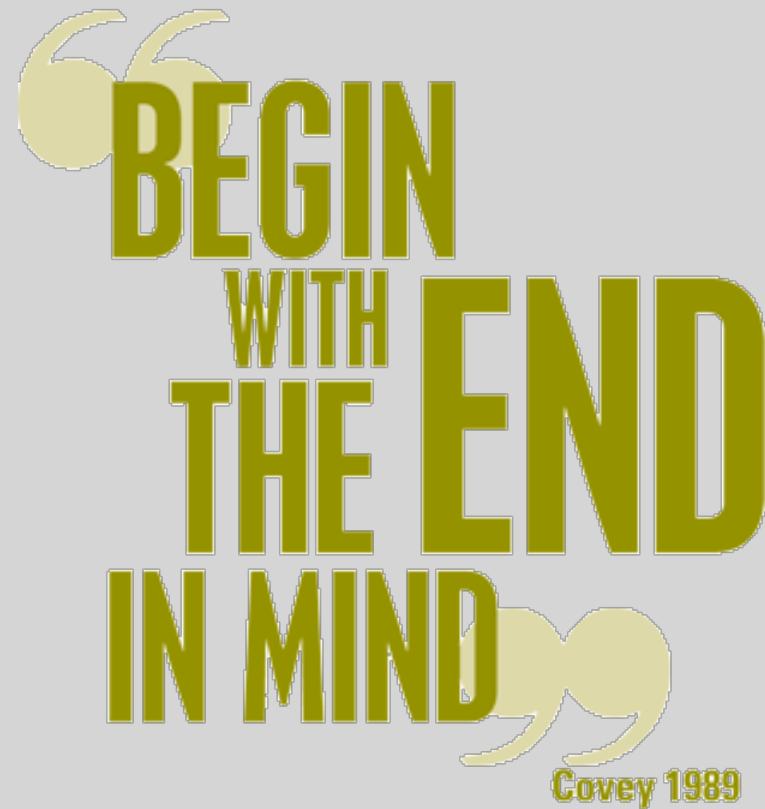
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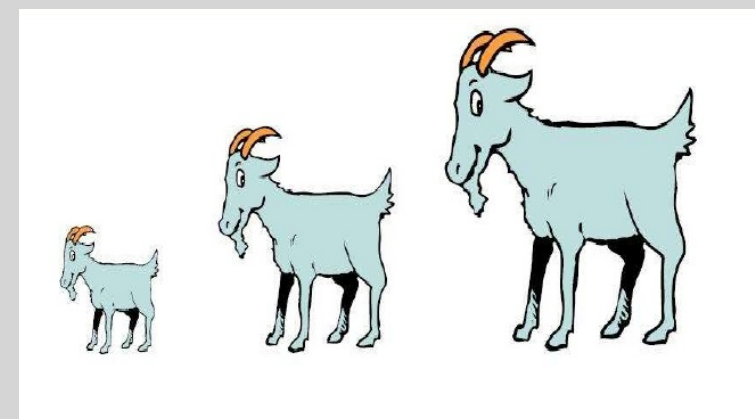
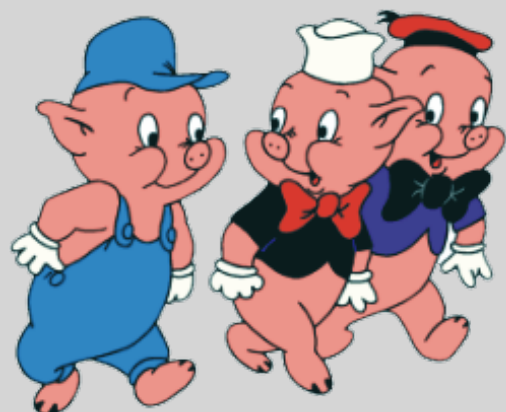
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THE RULE OF 3

PRIMACY & RECENCY



Friends
Romans
Countrymen





AY ME
PROTECT THE NHS
SAVE LIVES

STAY HOME
PROTECT THE NHS
SAVE LIVES

STAY HOME
PROTECT THE NHS



‘be yourself.....with great skill’





What next?



Reflections

What will I stop?

What will I keep?

What will I start?