

# ARE YOU A PREDATOR PREY OR PARTNER?



**The art & science of using personal power effectively: Learn how to be a “Partner”. This equalizes the personal power, leaving both parties feeling valued and respected. An amazing behavior pattern to achieve results and surpass expectations.**

In almost every interaction (1-to-1, virtual meetings, presentations) there is an unspoken conversation going on. And it's about power and status. When there is a breakdown in business relationships, rather than conflicting business objectives, or when there are differences in perspective or personalities, the breakdown in communication is more often due to an imbalance in the power relationship. This intensive program combines the best of a collaboration mind-set, positive influencing techniques and exercises, and reveals a powerful choice in the role of “Partner”. You will have the opportunity to discover and apply the guiding principles of improvisation: trust, agreement, connection, collaboration, flexibility, accepting offers and respect. “make your partner look good” in business and personal interactions and achieve the best results for you and your organization.

## OUTCOMES

You will

- possess greater self-awareness (reduce blind spots), increase emotional intelligence and flexibility to work with others collaboratively vs. competitively, as well as cross-culturally
- identify key behavior that unknowingly sabotage working relationships
- build more cohesive teams, value diversity and others' contributions to increase trust and loyalty
- discover keys to successfully lead and influence others regardless of your positional power
- more easily embrace chaos and change to better manage conflict
- leave with concrete actions and next steps to begin to integrate new skills in daily work and life

## Target Audience

- Mid-level high potential female managers with at least 8 years of working experience and ideally 3+ years of leadership experience
- Max. 25 participants from different Advance member companies

## Format

- One day workshop (1 credit per participant)
- Additional credits can be bought for 1'100 CHF per participant
- Language: English

## Registrations

- Via the member area of the Advance website

## FACILITATION



Amy Carroll is a Swiss-American certified coach, trainer, speaker and author. She specializes in leadership, communication and effectiveness for multinationals. Amy holds a BA in Psychology and brings with her over 25 years of experience. Her understanding of the human psyche is extensive. She started her own business in 2000 and delivers programs for multinationals worldwide. Amy coaches clients to become more dynamic, honest and effective partners, developing their ability to influence others by creating powerful partnerships. She does this with the help of the improvisational theatre philosophy: “Make your partner look good!”

## Advance Skill Building for Rising Leaders

The Advance Skill Building workshops equip talented women with the core skills, capabilities and leadership mindset that are critical to climb the corporate ladder. Every workshop is also an excellent opportunity to meet peers from different Advance member companies, allowing you to broaden your business network.

For more information, please contact the Advance workshop coordinator at [contact@advance-women.ch](mailto:contact@advance-women.ch) / [www.advance-women.ch](http://www.advance-women.ch)

