

December 22nd, 2020

FREE ONLINE TASTER SESSION
FOR HR & TRAINING PROFESSIONALS



Empathic Leadership Communication

Executive Coaching System

Today's leader faces new and unexpected challenges every day – and the VUCA, post-COVID world gives no frame of reference. Changes in language, culture, markets and individual identity happen fast and frequently; yet the expectations placed upon a leader only increase. Effective leaders are master communicators, understanding multiple contexts and facets of the communication process; and become influencers by adjusting their communication style to each individual and situation.

In this special 1-hour online demo, we will introduce and explore multiple concepts of the Empathic Leadership Communication system. Our Trainer will introduce two of the communication tools used, to be applied to YOUR challenges in small group breakout sessions. Finally, you will observe an authentic real-time 'fishbowl' coaching session with one of the trainer's current clients.

If you've been considering ways to give your C-suite leaders, Directors, or People Managers an advantage in Leadership Development; this taster webinar is for you – come join us!



REGISTRATION CONTACT
Joyce.sun@clarkmorgan.com



DATE

December 22nd,
2020

TIME

10: 30 – 11: 30

TRAINER

Mr. Curt Mabry
Coach & Facilitator

LANGUAGE

English

PLATFORM:

The demo zoom meeting room information will be sent to your email in the registration confirmation letter.

TASTER SESSION AGENDA

- 🌀 Empathy + Communication Mastery = Effective Leadership
- 🌀 Compassionate Communication Process
- 🌀 IF/THEN – A tool for Intuitive Thinking
- 🌀 The Fishbowl: Live Real Time Coaching

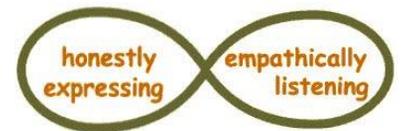
Module 1: Empathy + Communication Mastery= Effective Leadership

Everything begins with the Leader's inward look at themselves – exploring and understanding their individual values, and clearly defining their goals. By combining the Values and Goals, the Leader develops a *Personal Mission Statement* – which becomes the compass for their personal brand.



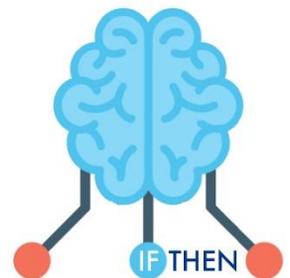
Module 2: Compassionate Communication Process

Today's effective leader observes like a detective, even discovering how to listen beyond the words spoken. Using the SCARF Model of interpersonal dynamics as our guide, online breakout groups will activate *Active Listening* and *Empathy* using the 4 step *Compassionate Listening* tool.



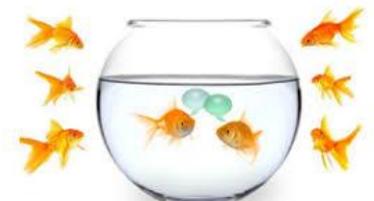
Module 3: IF/THEN – a Tool for Intuitive Thinking

Motivating and developing team members today requires balancing multiple contexts, and the effective leader understands the value of *intuition*. Using the *IF/THEN* tool from Applied Improvisation, facilitated online breakout groups will work through a case study to predict the world around a team member in order to better understand and meet their individual needs.



Module 4: The Fishbowl – Live Real-Time Coaching

Observe the Empathic Leadership Coaching system and tools *in action* in a *LIVE* 15 minute coaching of one of Curt's existing clients; and share *your questions or thoughts* in a closing Q&A session.



TRAINER PROFILE

Curt Mabry



Nationality: American

Language: English

COACHING SYSTEMS:

- Empathic Leadership Coaching
- Tactical/Crisis Presentations
- Leadership Coaching Deconstructed

MAIN TRAINING AREAS:

- Change
- Persuasion & Influence
- Communication
- Presentations
- Creativity & Innovation

Curt designs programs that are customized for each client's needs and has enjoyed delivering successful programs to teams ranging from 10 to 200 people in one training event. Clients and trainees find Curt's training techniques to be refreshing and effective; and due to the highly interactive sessions, easy to transfer the learning concepts to their work.

Curt Mabry is a Senior Facilitator for ClarkMorgan Shine Training, and a founding partner of ClarkMorgan Bangkok. He has over 10 years of Asia Pacific Training, Coaching and Lecturing experience.

In addition to training, Curt is a respected teacher and performer of Improvisational Theater, and brings the tools of Applied Improvisation into his programs. Curt brings energy, passion and enthusiasm to all his trainings; and prides himself on helping teams and trainees discover learning that is specifically applicable to their work and life long after the training program is completed.

Soft Skills Trainer – **5,000+** hours training experience

Qualified NLP Practitioner and Coach

Certified Applied Improvisation Practitioner and Coach

1,000+ hours of Leadership Development experience

Trained & Coached at **100+ Fortune 500 clients**



Clients and Testimonials



Curt designs programs that are customized for each client's needs, and has enjoyed delivering successful programs to teams ranging from 10 to 200 people in one training event. Clients and trainees find Curt's training techniques to be refreshing and effective; and due to the highly interactive sessions, easy to transfer the learning concepts to their work.

“At first, I questioned if Curt (An American) could lead a workshop for change management for a local Chinese team. I am very glad that I trusted the recommendation. It turned out to be the best leadership program we had in many years.

Curt has a special talent in sensing individual participants feelings as well as the team interaction. With his compassion, wisdom and humour, he successfully guided the team towards a positive mind shift and led the team to start to prepare for the change personally as well as within the group. Highly recommended!”

Sylvia Xu
Marketing and Business
Development Director
Philips Signify (China)



Embracing and
Leading Change
(For Leadership Teams)

Samuel Chow
Managing Director
Griffith Foods China



Tactical Communication
Coaching For Leaders
(COVID 2019 Crisis Edition)

“Thank you, Curt for your training, inspiring me how to embrace this challenging moment severely affecting our work and daily life. Mindset shifting is utmost critical for how we can come out from the trough!

I certainly admire how you have taught me the moments of silence and patience....from crisis response to crisis recovery and ultimately to the elevated horizon of crisis rejuvenation.”



Clients and Testimonials

Cal Austin:

“Curt really honed in on exactly the right message we wanted to reinforce. We really appreciated his preparation, energy, flexibility and playfulness.”

Pfizer Influential Communication Training

Line Juul:

“I participated in an event about improvisation and leadership. Improvisation is far outside of my comfort zone and therefore well worth for me to explore. The format of a workshop was great, as I was engaged, participated and build my own experience. Doing rather than “just” listening. I discovered that what I perceive as “silly play” can entice people to assume other roles than expected, and that is valuable in an organization when you need to spot talent, focus on your people’s development and lead. I got inspiration for how I can think differently in my own company.”

IPWS Leadership Development Training

Christian Kuhna:

“We worked with Curt on our Leadership Development Programs, and Curt’s contribution was huge. Using the principles of Improvisational Theatre, he united the participants to a playing team and combined that with the overall goals of the program, adding a very valuable contribution. The participants absolutely loved his energy, engagement and passion, as well as his thorough teaching methods, based on decades of solid experience.”

Artgym Advanced Creative Facilitation





WHO WE ARE

ClarkMorgan enables multinational organizations to execute upon strategy by designing and delivering relevant and impassioned learning programs that develop the capabilities of our clients. Putting that simply, we ‘Evolve People’.

Launched in Shanghai in 2001, ClarkMorgan has become an industry leader, winning back-to-back CCH China Staff ‘Training Firm of the Year’ awards and beating international and long established competition. In 2019 ClarkMorgan expanded into Bangkok and in 2020 we now celebrate our 19th year of success, launching our London office later this year.

ClarkMorgan brings a multinational team of business savvy consultants and trainers together, providing services to the Fortune 500 and Global 1000 firms operating within the Asia Pacific region. We assist in small, one-off programs, but more often than not, our staff are dispatched across the region, helping organisations develop their staff’s skills and ultimately hit their KPIs.

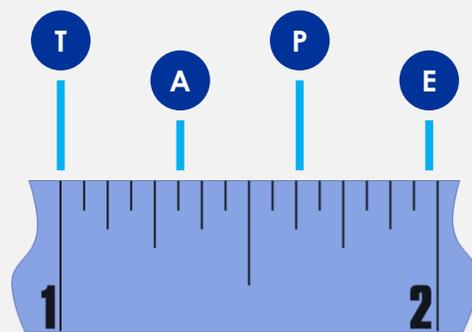
ClarkMorgan is active in supporting the non-for-profit sector in this region, launching Spark China in 2009, and founding the Chinese Association of Training & Development Specialists (CATDS) in 2012. ClarkMorgan also works closely with charities such as The Library Project, UNESCO and WWF.

ClarkMorgan’s motto of ‘Transforming Training, Evolving People’ is as much aimed at your personal growth, and that of your team and organisation, as it is at our own organisation’s evolution. For this reason, we research, publish and share our knowledge, within the region and globally.

...winning back-to-back ‘Training Firm of the Year’ awards, beating international and long established competition.”

TRAINING METHODOLOGY

T.A.P.E. = Theory, Application, Practice, Evaluation



The TAPE system of training is based on Mumford and Honey's (1982) Four Learning types research. The goal of each module is to appeal to the four ways that trainees absorb information.

T

Theory: The trainer delivers the learning concept to the trainees through visuals and explanation.

A

Application: The trainer shows how this concept is used in the real world through cases, stories and live demonstration for use in trainee's work.

P

Practice: Trainees are given a structured activity to run through in order to activate and apply the concept. Activities that mimic real-life situations that the trainees face are used as much as possible.

E

Evaluation: The trainer evaluates the trainees performance in the activity and gives feedback and advice for further improvement. Trainees also have a chance to ask questions and evaluate.

Each of ClarkMorgan's 235+ modules include theory, application, practice and evaluation to ensure the best level of retention and therefore the trainee will actually use the skill after the training.



WHAT WE DO

ClarkMorgan is all about people.

We improve soft skills, communication and ultimately the bottom line of our client's business.

Our materials are researched and developed in China & Australia, for an Asia-Pacific-centric and an Asia-Pacific audience. Therefore, case studies and role plays take into consideration topical APAC events and scenarios.

We also connect our training to core competencies. Each of our modules are linked to one of 29 competencies, allowing clients to building programs that are both topic-specific and feed company competency models.

As a result of our research and development, we therefore have three levels of training and development programs:

1. **Classic Solutions**
2. **Unique Solutions**
3. **Customized Solutions**

Business Essentials	Business Writing	Cross Cultural Communication
Functional Skills		Leadership & Management
Presentatioin Skills	Sales & Negotiation	Team Building

Features Series	Follows the TAFE Methodology	Linked to Core Competencies	Pre-Course Training Survey	Consultation Services	Client Branded Design
Classic Solutions	✓	✓	✓		
Unique Solutions	✓	✓	✓	✓	
Customised Solutions	✓	✓	✓	✓	✓

Case Study

CASE STUDIES



Communication Skills for Asia Based Leaders

Over 45 regional managers from Australia, China, India, Indonesia, Japan, Korea, Malaysia, Philippines, Thailand, and Vietnam met in Kuala Lumpur, Malaysia, for their yearly conference. SC Johnson therefore decided to launch their 'Asia Talent Development Program' with the first phase focusing on communication skills.



Creating Global Presenters

Trainees originated from a range of departments, including financial, purchasing, product research, and sales. While the roles of each trainee varied greatly, all trainees shared the need to present to both external and internal customers, and influence each to take action.



Building Sales Capabilities Across Multiple Nationalities

The Director of Sales at the Beijing division of DB Schenker had noticed that his trade lane sales team, which comprised of approximately 12 different nationalities, was not structured in its approach to sales. Each had a different methodology, and there seemed to be no rhyme or reason to their daily sales routines.



Developing International Capabilities in Chinese Leaders

The Bank of China was looking to expand its influence and profile abroad. In order to do this, the bank planned to open branches throughout many of the major European countries and the United States of America. These new branches, in addition to existing offices in London, Berlin and Milan, would considerably increase the global market presence of BoC.



ClarkMorgan Limited

800-820-5501 (Toll Free - China)

www.clarkmorgan.com

admin@clarkmorgan.com

Shanghai Office (Headquarters)

Room 2- R04, Floor 2, SOHO Donghai Plaza, No
299 Tong Ren Road, Jingan District, Shanghai,
200041

上海市静安区铜仁路299号,SOHO东海广场二楼
2-R04 室, 200041

Phone: +86 21 5403 5500

Beijing Office

Room 2301-2363, TaiKang Financial Tower, No. 38
East Third Ring Road, Chaoyang district, Beijing,
100026

北京市朝阳区东三环北路38号
泰康金融大厦2301-2363

Phone: +86 10 8446 7487

Hong Kong Office

Unit 3, 20/F, Wellable Commercial Building, 513
Hennessy Road, Causeway Bay, Hong Kong

Phone: +852 3511 9051

Bangkok Office

725 Metropolis Building, Level 20, Sukhumvit Road,
Klongtan Nuea, Watthana, Bangkok 10110
725 อาคารเมโทรโพลิส

ชั้น 20 ถนนสุขุมวิท แขวงคลองตันเหนือ

เขตวัฒนา กรุงเทพมหานคร 10110

Phone: +66 63 937 1713

London office

ClarkMorgan Limited (UK), 95 Mortimer Street,
London, W1W 7GB

Phone: +44 73-1190-0110