Joy Of Product - 10 week program

Phase 1 (2 - 3 sessions) - Objective Observation

Learning new influence skills requires new behaviors, and this is often hard for us to do. The first step is to learn how to become an objective, impartial observer. We'll go through the following in our first sessions:

- Your expertise and strengths
- Your typical method of presenting your expertise and your work
- Self-critique of presentation and communication skills
- Session assignments
    - Building habits for objective observation
    - In practice observation notes
- Observation discussions and identifying next steps

Phase 2 (3 - 4 sessions) - Development

You'll use your observations and interests to choose one of two foundational areas to develop.

Emotional - Influence is often centered on emotional intelligence.We'll focus on specific tools and explorations to build your EQ (emotional quotient).

Professional - For those wanting more action oriented strategies, the professional pathway focuses on building clarity, communicating your product vision and storytelling.

Included in both of the above pathways is also the **Physical** plan. Often the limiting factor is simply our level of energy and physical reserves. Low physical reserves can be a major blocker for any other changes. As a personal trainer and nutrition coach, I can recommend fitness and nutrition regimes as an optional part of the program.

Phase 3 (2 sessions) - Tailoring

Development begins with adopting proven techniques. Once you've tried some of the development techniques as recommended, it often makes sense to make some modifications based on your strengths and weaknesses.

Tailoring involves going through a retrospective on the development pathways, making refinements based and learning how to celebrate progress to keep growth sustainable.

Phase 4 (2 sessions) - Mastery

Mastery is about maintaining consistency, automaticity and some measure of autonomy in creating new behaviors. Here we'll focus on targeted habits and continuous improvement.