

Engaging Followership

Institute of Stomatology
27th August 2014

Facilitator:
Alex Selwood

Introduction - “Engaging Followership”

Taking people with you on your journey is one of the key roles that we have as leaders, no matter what environment that is. A clear measure of our success in this regard is how willingly others “follow” and how successful they are at doing what they need to do. During this workshop, your facilitator, Alex Selwood, will take you on the journey, and explore with you the keys to success, allowing you to create your very own “Followership Action Plan” for you to take back to your working environment.

By the end of the session, you will have:

- Learnt more about the delicate balance of Engaging Followership, comprising of a multitude of subtle behaviours that can be mastered
- Explored a model to help you do this
- Explored some of the fundamental communication challenges when communicating with teams
- Developed a number of skills to take others with you through a consultative approach
- Connected with other colleagues in your field and shared ideas and strategies for success in this field

Your facilitator: Alex Selwood

Alex is an exceptional and passionate facilitator specialising in management skills training and business coaching. He has a proven track record of managing major development programmes, from board level to graduate entry, with market leading multinational clients, across a wide variety of business sectors.



He has a unique, high energy and empathetic facilitation style. Alex is enormously stimulated by taking a group or an individual through a learning experience, and then seeing them behave differently to the benefit of themselves and their businesses. Satisfying his client’s people development needs is his key motivator.

His previous commercial experience in the consumer goods industry is combined with a pragmatic approach to implementing new skills and processes in the workplace. His training and coaching programmes always make a significant difference to individuals and their organisations. Alex has previously facilitated sessions with the FEHDD, the most recent being in Lyon in 2012.

Programme

- 10.15 Registration and Coffee
- 10.30 Opening Remarks
- 10.40 What is it about leaders that makes people follow them?
- A simple model of leadership
 - Developing your Emotionally Intelligent behaviour
 - An overview of psychological preferences & their impact on communication
 - Reflecting on specific application of this knowledge back in the workplace
 - Engaging Followership in a dental academic setting
- 12.30 Lunch
- 13.30 The responsibility for communication
- Exploring barriers and solutions to overcome
 - How to accelerate trust and rapport in team communication
- 14.00 Followership Exercise #1: Saving Billy
- Exploration of learnings and practical implications
- 14.45 Taking others with you
- Having a coaching conversation
 - The use of empathic questions to help others release their potential
- 15.30 Followership Exercise #2: Strong Bridge
- Exploration of learnings and practical implications
- 16.15 Followership Action Planning
- What are YOU going to do?
- 16.25 Closing comments
- 16.30 Close

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Directions

