

# The Power of Listening

## AT THE CORE OF TRANSFORMATIONAL LEADERSHIP

The success of your leadership and change work depends crucially on the awareness of your own level of listening. Becoming aware of the existence of different fields of attention has a tremendous impact on your capacity to create and significantly shape the reality around you. Furthermore, being able to shift your mode of listening and how you pay attention is life-changing.

Yet, from all leadership capacities, listening is probably the one that is most often underestimated. That is why we dedicate this 4-hour interactive workshop to enhance your listening awareness as a transformational capacity.

@Officenter Vilvoorde

THURSDAY JUNE 13, 2024

16H-20H30

Through engaging activities and discussions, we will explore the 4 levels of listening, from surface-level hearing to a deep understanding and gain significant insights into its impact on relational fields, like systems, organisations, performance, and communication.

The workshop is based on Theory U, a transformational leadership framework developed at the Massachusetts Institute of Technology (MIT) in Boston, for entrepreneurs and innovators in business, science and society.

## BENEFITS OF ATTENDING

At the end of this power session, you will have an enhanced awareness of your personal listening tendencies. Furthermore, you will gain a profound understanding of systemic dynamics related to every level of listening, and you will decisively boost your strategic capacity to lead transformation.

- Upskilled ability to create change
- Boosted self-awareness and system awareness
- Enhanced collaboration and relational capacity
- Personalized insights into individual listening styles
- Enriched interpersonal communication tools



## YOUR TRAINER

Alessandra Satta

Trainer and Content Creator

Alessandra Satta has worked as a technological innovator and scientist at Imec, a world-known international research center in Nanotechnology. For more than a decade, she co-pioneered advanced nanodeviced research and development in multi-stakeholders projects with industry giants such as Intel, Sony, Samsung, Matsushita and more.

Having secured a Ph.D. In Applied Physics at the KU Leuven in Belgium, and several Masters degrees in Physics, Material Science and Creative Thinking and Practices, Alessandra is also a practitioner of Theory U, an advanced methodology for profound change, system thinking and capacity-building, developed at MIT.

She works as a consultant, trainer, mentor and coach in generative change to support entrepreneurs, innovators and change makers with cutting-edge tools and strategy.

## COURSE CONTENT

Theoretical framework

- Introduction to the 4 levels of Listening
- Systemic impact on organizations and performance
- Enemies, Tensions and Barriers

Hands-on and Interactive Activities:

- Individual Listening Level Assessment
- Dynamic exercises in duos to experience the listening levels
- 3D mapping of current challenges: gain insights from listening and seeing from multiple perspectives

Reflection and Goal Setting:

- Reflective session for participants to identify areas for improvement
- Goal setting for enhancing listening skills as a transformational leadership capacity

## WHO IS THIS POWER SESSION FOR?

The Power of Listening is designed for you as a Business Leader driving transformational change, Program and Change Manager, Executive Sponsor, and as a professional committed to thriving in your leadership endeavour and building stronger connections with colleagues, clients, and stakeholders.

We look forward to welcome you in this Power Session and create an impactful experience in your current projects and challenges ahead.

## INVESTMENT

The cost for the training is €450 + VAT.

We offer competitive rates for this workshop, and discounts are available for group bookings.

Upon request, this course is also available as in-company training. Don't hesitate to get in touch with us to reserve this training at a location of your convenience.