



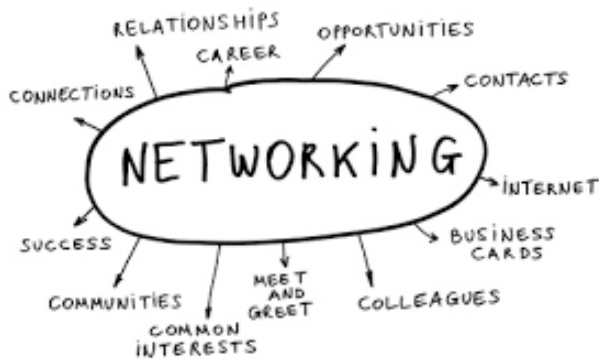
HDN Mentoring Programme

Class Two – “Understanding our environment”

Welcome!

Sue Waterall

The clue is in the title ... NETWORK!



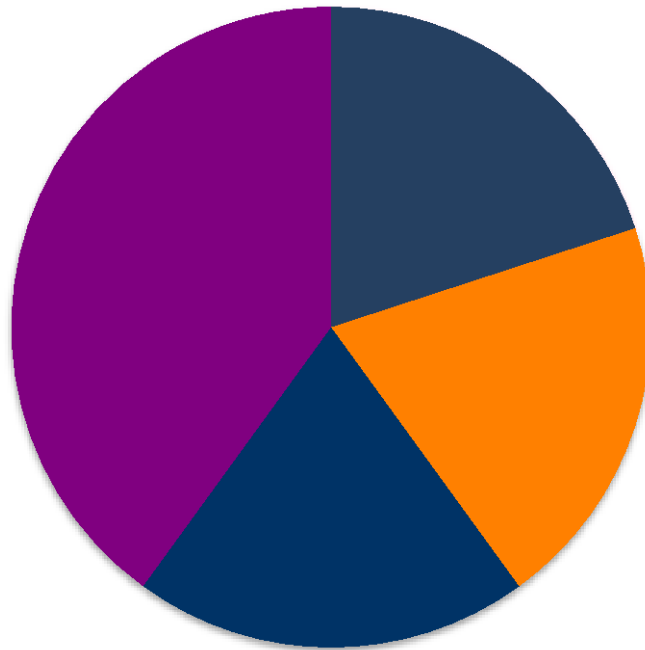
Today - please sit near someone new/someone you haven't met!

A reminder - ways of working

- Ask questions - me, guest speakers, each other
- Share any concerns
- Be open to learning and exploring
- Lean in ... volunteer, discuss, suggest
- And have fun!

How will I learn and develop?

A reminder!



■ Guest speakers - 20%

■ Your mentor - 20%

■ Your colleagues -
20%

■ Your actions - 40%

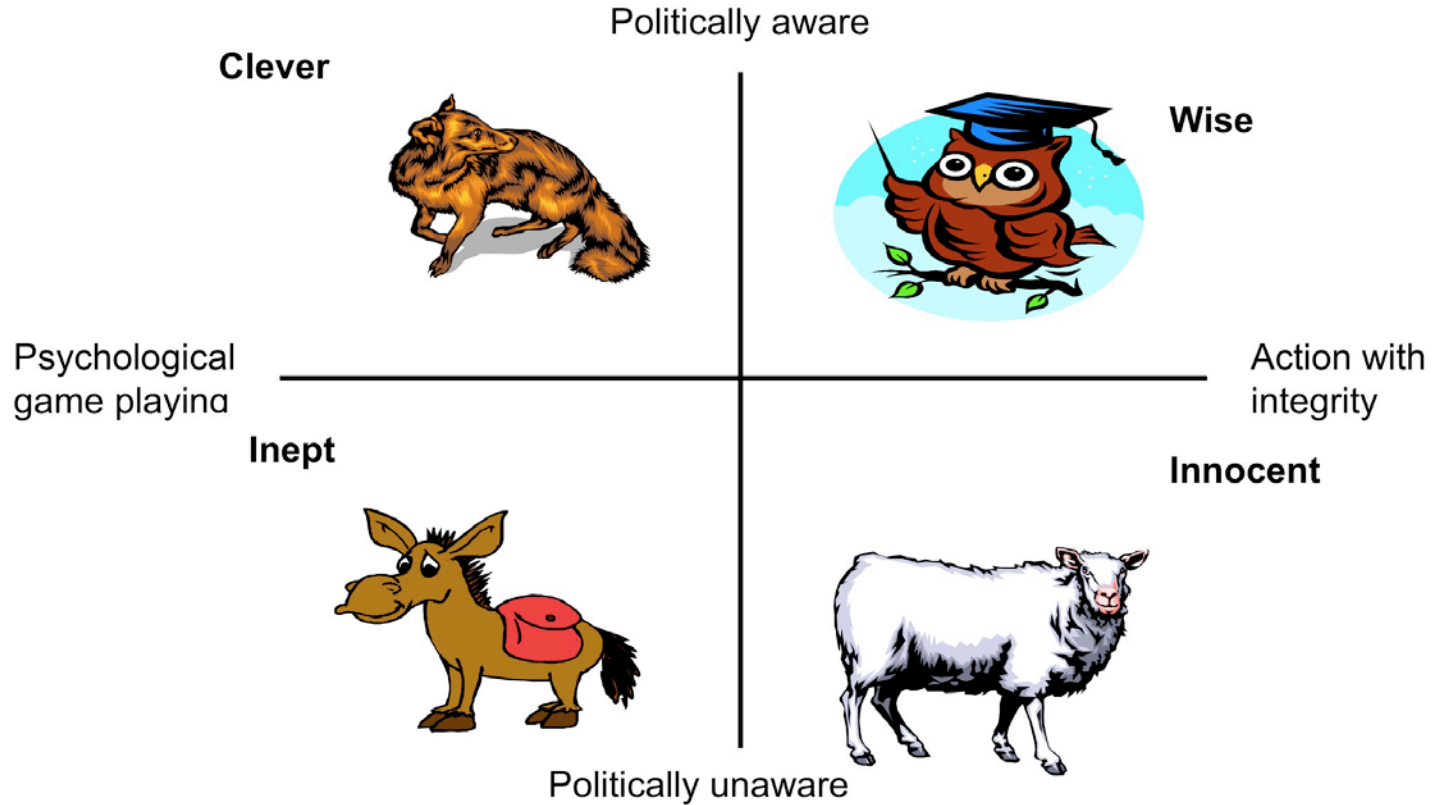
Objectives for today

- To explore working styles and impact on others
- To manage our visibility within the business
- To understand the challenges of the housing sector
- To engage better with communities and explore new ways of working

Agenda

- Political savvy and PPI
- Class of 2019!
- Challenges of the housing sector – Samantha Smith, Riverside
- Working with communities – Susan Thomas, Your Housing
- Storytelling and presentations
- The Class 3 Challenge!

Political savvy



Positive reputation



- Smile!
- Focus on can-do, solutions, opportunities
- Follow through on promises
- Share concerns honestly and rationally with the right person
- Minimise negative talk
- Increase your points of social contact
- Model those who you respect
- Ask “Am I being the person I want to be?”

“Reputations can create or destroy opportunities”

Personality Performance Indicator (PPI)



**Choose who you
want to be!**

What is PPI?



- A personality profiling tool
- Provides insight for personal reflection and development
- It does not measure or predict skill nor ability
- Based on the premise that we can all develop and use all 4 styles
- Allows us to consider others who may have a different profile and find ways of working better with them

DISC model

- **D** - Dominance
- **I** - Influence
- **S** - Steadiness
- **C** - Compliance

PPI Charts

- **Basic behaviour** - This chart represents your 'normal' personality when in an ordinary frame of mind and not subject to any special pressures or concerns.
- **Potential work behaviour** - This chart represents the changes in behaviour that you think *may* be necessary in order to be successful or survive at work.
- **Probable behaviour under pressure** - This chart represents what you *may* do when you're feeling stressed.

The green zone on the charts suggests a very strong/low preference.

Please welcome:

Class of 2019!

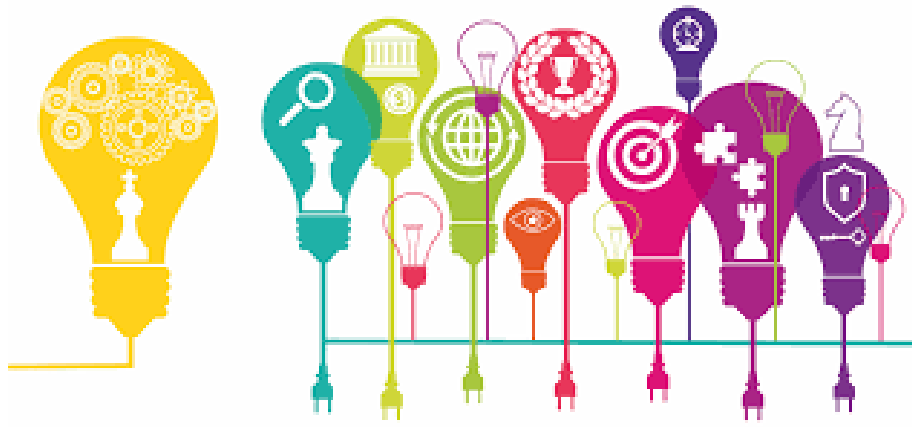
Please welcome:

Samantha Smith
Riverside Housing

Please welcome:

Susan Thomas
Your Housing Group

Storytelling and Presentations



“The human brain starts working the moment you are born and never stops until you stand up to speak in public”

Sir George Jessel



Engaging the audience through balance

Head

- Logic
- Rationale
- Facts
- Figures
- Graphs
- Process



Heart

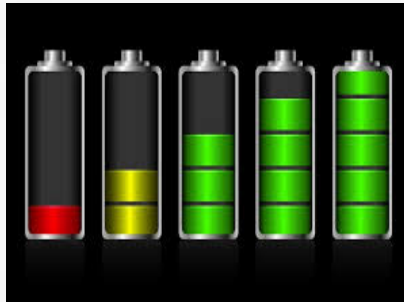
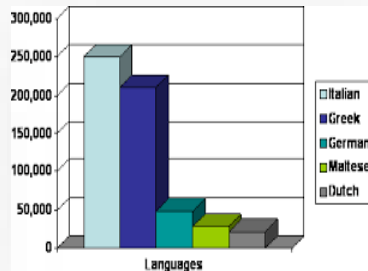
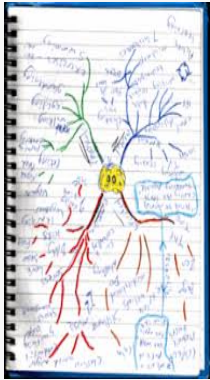
- Passion
- Engagement
- Authenticity
- Story telling
- Emotion



What
makes a
presenter
effective?



Preparation



- Why – the overall purpose
- What – specific objectives
- Who – the audience
- When – time of day
- Where – environment
- How – structure and content

Structure

The headlines tonight....

Introduction

Tonight's stories in more detail ...

Main body

And the headlines again...

Summary



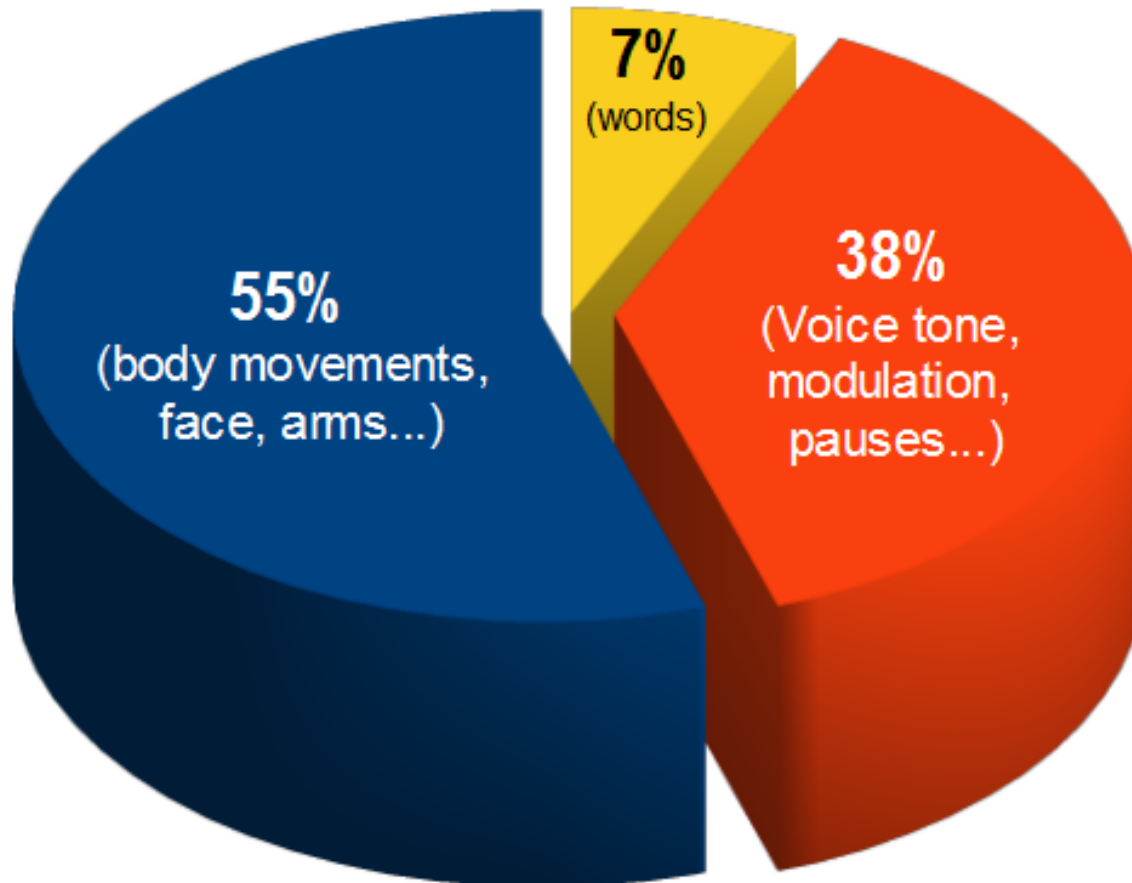
Cognitive psychology Rule of 3

BANG!



Creating those sit up and listen, jaw-dropping, did-you-get-that moments.

Communication – Words, Tone, Body



Why are TED talks successful?

- The first 30 seconds create impact
- Speakers connect with people emotionally and personally
- Scripts kill charisma
- 65% stories, 25% data, 10% presenter credibility
- Smile
- Gesticulation and movement



TED Talks

Amy Cuddy – Your body language shapes who you are

Megan Washington – Why I live in mortal dread of public speaking

Dr Ivan Joseph - The skill of self confidence

Adam Galinsky – How to speak up for yourself

Andy Puddicombe – All it takes is 10 mindful minutes

Isaac Lidsky – What reality are you creating for yourself?

Al Gore – The case for optimism on climate change

Yassmin Abdel-Magied - What does my headscarf mean to you?

Simon Sinek – How great leaders inspire action

Tony Robbins – Why we do what we do

Susan Cain – The power of introverts

2020 Class dates and venues

Class 3

Date: Thursday 5th March 2020

Time: 09.30 - 3.45

Venue: Regenda Group – Stage Room, Commutation Plaza,
1 Commutation Row, Liverpool L3 8QF

Class 4

Date: Wednesday 20th May 2020

Time: 09.30 - 3.45

Venue: Riverside Housing - 2 Estuary Boulevard, Estuary Commerce
Park, Speke, Liverpool L24 8RF

Conference Date – Wednesday 17th June 2020
ThinkTank Science Museum Birmingham



Happy Christmas!

