

THE DOLPHIN DIMENSION

– Program objectives and expected outcomes

The waters of today's business world are teeming with sharks. These sharks may be corporate competitors, salespeople fighting for your customers or even aggressive individuals within your own company. But you can outswim, outmaneuver and outperform them using the techniques to enhance your self-esteem presented in this workshop.

In *The Dolphin Dimension*, we use the metaphor of sea creatures to identify the four main behavioural styles exhibited in the workplace, in business and in people's personal lives. Most importantly, we reveal the unique characteristics of dolphins that, when adopted by humans, will make anyone more successful in any environment. So what do dolphins do that people should emulate? To name just a few characteristics obviously applicable to business situations, dolphins are master communicators, they are very assertive – as opposed to being passive or aggressive...or, passive-aggressive – so have high self-esteem, they generate positive feelings, create an elegant image and are top performers. And dolphins are faster, stronger and more intelligent than sharks!

Their most amazing skill – one most apparent to anyone who has ever been captivated by a dolphin performance – is their ability to connect with those around them, even with those much different than themselves – humans. *The Dolphin Dimension* describes how you can adopt this ability, increase your self-esteem and win over customers and business associates alike.

People can take responsibility for building their own self-confidence. We cannot control outside factors to any large extent, but we can control internal factors – ***we can chose*** how we think about ourselves and our environment and, like the dolphin, how we respond to outside factors.

This workshop will assist the participants to:

- establish the importance of having a positive view of oneself
- understand what “self-talk” is, how it affects one's feelings and behaviour and how to develop more positive, rational “self-talk”
- develop skills of achieving and maintaining positive self-esteem – including giving to self, affirmations, self-responsibility and self-acceptance
- clarify one's needs, feelings, values and rights
- learn assertive communication skills.

A high level of self-esteem helps in all areas of communication, in being assertive, in dealing with conflicts positively and in enhancing our interpersonal relationships.

**For more information, please contact Ross Graham at Streetwise
Innovation on mobile: +61 0423 533 578,
or via email: ross@streetwiseinnovation.com**