

# Social Intelligence & Connected Relationships

**“Successful leaders build great relationships and great relationships build successful leaders.”**

Leading Others requires connected relationships and deep social intelligence. This isn't just anecdotal, neuroscience confirms the importance of human interaction and the subtle but significant impact Social Intelligence has on leadership.

Social Intelligence is an extension of the concept of emotional intelligence and builds on the very premise that a business is only as good as the people that lead and work together. Tapping into social intelligence is important because people are most responsive when they feel like they are a valued part of the team, and their feelings are considered. Social Intelligence is also an essential trait for a good leader to possess in a time of conflict.

Leaders with Social intelligence know themselves, their people, their clients and their customers. They understand human complexity and can help others thrive in that complexity.

This webinar helps bring to light the importance of social intelligence and connected relationships in leading others and offers practical opportunities to develop this skill further.



Formats:



webex

zoom

Length: **90 MINUTES**

Presenter: Margie Hartley

Pre work: Reading

Post work: Optional

Outcomes:

- + What is social intelligence and why is it important
- + How to build and view connected relationships
- + How to build social intelligence
- + Relationship derailers
- + Framework for difficult conversations and conflict
- + Discussion on the importance of self reflection
- + Practical tips

Investment: **\$3750 PER WEBINAR (90 MINUTES)**

*for up to 30 people — \$50 per person thereafter*

For more information [hello@gramconsultinggroup.com.au](mailto:hello@gramconsultinggroup.com.au) or **0415 670 130**



**GRAM CONSULTING GROUP** is a community of facilitators, evidence based coaches, academics, organisational psychologists and good humans who specialise in:

- + Executive Coaching
- + Leadership Development
- + High Performing Teams
- + Leader as Coach
- + Specialist Qualitative Reports

To do that they have a multi-disciplinary and evidence based approach using principles from:

- + Coaching Psychology
- + Positive Psychology
- + Social Psychology
- + Organisational Psychology and Organisational Scholarship
- + Appreciative Inquiry
- + Anthropology
- + Sociology

Gram Consulting Group work with 11 of the top 20 ASX listed companies, three international organisations and many smaller organisations.

## **WHY AND WHEN FACE TO FACE EXPERIENCES**

Face to Face workshops enable highly effective ways to build trust, have highly collaborative and quality interactions and build the relationships and understanding in a team or group of people. These workshops allow for interaction, different environments, discussion and practice. It allows for flexibility and fulfils our human need for connection, interaction and increases the ability to deal with complexity.

## **WHY AND WHEN VIRTUAL EXPERIENCES**

With the world currently experiencing the COVID-19 pandemic, virtual learning experiences are now more than ever a necessity for teams and organisations. Webinars are built for convenience, scale and accessibility. They do not replace the face to face experience but can be used as a blended experience. We use multiple platforms and have a hugely successful record in providing engaging experience with a strong up take of the learning.



# Margie Hartley

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Margie Hartley is the founder and lead consultant of Gram Consulting Group, an independent executive coaching and facilitation community.

Since 2004 Margie has been consulting to organisations, teams and individuals to grow learn and develop. Her specialities are team and leadership development.

Margie's coaching and facilitation skills are highly regarded and her experience is extensive, lying across multiple industries and job families. She has deep experience and prides herself on curating the right experience for every single client to maximise the growth and learning for everyone.

## **COACHING PHILOSOPHY & APPROACH**

One of the key features of the coaching methodology, which supports its continued success, is the ability for coaching to be specifically tailored to particular goals or needs of a client. Margie uses solutions focused methodologies and draws on relevant research. Margie's coaching approach is underpinned through an established evidence-based collaborative, goal oriented solution focused cognitive behavioural framework.

## **INDUSTRY KNOWLEDGE & EXPERIENCE**

Margie has coached at senior levels in 11 of the top 20 ASX listed companies, Margie has a strong track record with enabling results at an individual, team and organisational level. Margie has over 15,000 hours of coaching experience.

*Margie is also part of the PodcastOne family and has three podcasts; Superwomen we Ain't with Janine Allis from Boost Juice, Fast Track Career Conversations with various guests, and Rebuilding Australia our Mindset, a post-bushfire trauma recovery podcast with Australia's leading psychologist and psychiatrists.*

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