

## Three Online Sessions

*"Much of our adult life is spent trying to understand others (and in wishing others understood us better than they do)..."*  
 Dr Gordon W. Allport, a key figure in the understanding of human psychology

If you become excellent at working with people...you will be ten times as valuable wherever you work and your life will be easier!

Research Success means being good at working with other people - even "difficult" people: colleagues, collaborators, on projects, teams, companies, people you manage... You may be experiencing difficulties with other people now – but you can turn this into a valuable opportunity to practise the skills of working with others, which you will inevitably need in your future.

**SECRETS OF RESEARCHER SUCCESS 3: PEOPLE**

**A. PEOPLE: SIMILARITIES**  
 "Fundamental similarities beneath the surface that we can use"

**B. PEOPLE: DIFFERENCES**  
 "Fundamental differences between people that we can work with"

**C. PEOPLE & CHANGE**  
 "When the situation is different to what we want, how do we bring about change?"

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Company of Mind  
 When it's Minds that Matter  
 www.companyofmind.com

*"Thank you both this was great - I've loved all three of your online sessions on 'people' – they have been massively engaging and informative with very useful, interesting content - I'd definitely recommend them!"*  
**Postgraduate Researcher, Online sessions**



*This series relates directly to the "People" layer of our model, upon which capacities and applications depend.*

This series of 3 online sessions cover specific tools, and the insights they bring, to this field. These are tools you can practise to gain skill, making it easier to understand and work with people, particularly in challenging situations. The sessions will include a mixture of presentation and interaction.

### Session A – People: Similarities

- There are fundamental similarities, though they are hidden. We'll look at how people have far more in common than you'd think - and a tool to use that provides insight into how to find ways to develop rapport, increase our ability to listen and understand, reduce conflict and help people enjoy working together in more meaningful ways.

### Session B – People: Differences

- There are fundamental differences, though they are not obvious. We'll look at how people are far more different than you'd think - and how that helps us to understand and work with what's going on, and help people enjoy their differences.

### Session C - People & Change

- Making things change is hard, especially when it involves other people, and especially when we don't have any 'authority' to assert. We'll look at a model which covers how to bring about change when change is difficult and you're not in control of it.

### Skill Development

This event is suitable for Postgraduate Researchers at any stage of their research, and offers the opportunity to gain skills across these **RDF Ref Domains**:

**D:** Engagement, influence and impact: D1 Working with others, D2 Communication and dissemination

**B:** Personal effectiveness: B1: Personal Qualities, B2 Self management, B3 Professional and career development

**Also bears relation to:**

**C:** Research governance and organisation: C2 Research Management (project planning and delivery: the human dimension of change)

**A:** Knowledge and intellectual abilities: A2 Cognitive abilities

*"I was introduced to the topic of 'how people are similar' by Adrian and Sophie at a course we were co-running, and I was quite simply, blown away. The process was, I felt, ground-breaking yet simple in it's application – and amazingly, I had never heard of it!"*  
**Deborah Barker, Professional Coach and Head of Development, Spire Healthcare**

**These 3 Sessions are offered as standalone components online of 2.5 hours each for 50 delegates, or a 1 day face to face event for 25 delegates.**