



SPOT MODEL

INTERPERSONAL SKILLS



Interpersonal skills are at the core of everything we do in our business and personal lives. Even if you are a solo-preneur, no person is an island and interpersonal skills are essential to success.

The first step to mastering the art of interpersonal communication is overcoming the barrier of self-confidence. 80% of the people I have coached indicate this as a top priority for improvement. One needs to trust his/her own abilities, with a general sense of control and believe that within reason, he/she is able to achieve at every objective.

The **SPOT** model interpersonal skills module will help individuals understand, develop, apply and win in **S**ocial & Emotional Intelligence, working and socialising with **P**eople, managing partnership **O**utcomes and building **T**rust for life.



KEY TAKEAWAYS

- Learn key interpersonal skills through the **S.P.O.T. Model** to increase personal effectiveness and performance
- Win the trust and loyalty of family, friends and business partners through the understanding and improvement of self-confidence
- Understand what it takes to develop and apply Social & Emotional skills; build strong connections with People; define specific Outcomes you hope to achieve from such collaboration; and how to establish Trust with all stakeholders
- Apply simple rules to help you take that first step in building lasting relationships