



## Building Effective Relationships

Strong relationships are built on mutual trust, and it is only when trust has been established that a relationship can focus on issues of deeper significance. While this skill can't be mastered overnight, it can be learned over time with practice. In Eagle's Flight experiential leadership program, *Building Effective Relationships*, your employees will explore the direct correlation between relationships and results. Their personal behavioral style becomes self-evident with the completion of a behavioral profile and the continued analysis of their style, including its specific attributes, strengths, and opportunities. Respect becomes the focus when the attributes of all behavioral styles are understood by the participants, and specific ideas are provided/discussed on how each style can and should interact with the others. Participants will leave this hands-on, experiential program with the knowledge and skills they need to build effective relationships and achieve the goals they are accountable for.

### THE OUTCOME

*Individuals will return to work with the ability, tools, and confidence to:*

- Understand their own behavioral strengths and challenges
- Recognize and appreciate the strengths and challenges of others
- Leverage the differences and talents of other people
- Utilize their understanding to build effective relationships and drive results



Left with questions? Wondering what a partnership could look like? Give us a shout!

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## THE DETAILS



1-day  
program



10 - 30  
participants



Ideal for individual  
contributors



Customization and  
delivery options  
available



Post-course  
reinforcement  
available

## THIS ISN'T YOUR ORDINARY LEARNING EXPERIENCE

An Eagle's Flight experiential learning program is unlike anything you or your participants have seen before – it's not another lecture, case study, or role-play. Through interactive, experiential-based learning your participants will not only learn new skills and knowledge, but get the chance to put that learning into action and practice them as they apply to their life on the job. We frequently use our "40, 40, 20" formula when delivering training. This translates to 40 percent of the time spent on conviction and knowledge transfer, 40 percent on practice with that knowledge, and then 20 percent on how to apply the learning back on the job. This all comes together to produce a change in behaviors that deliver expected results.

Why do we do this? We take this approach to training because by personally experiencing the results that come from applying their existing behaviors in the experiential portion of training, participants see the link between their performance in the experience and the changes they need to make to maximize performance at work. A powerful debrief reinforces the lessons learned in the experience and shows how to apply those lessons back on the job. New competencies are developed, learnings are retained, and individuals are more likely and better able to enthusiastically apply their new knowledge to improve their day-to-day performance.



***"The use of your experiences to build understanding and conviction is an Eagle's Flight trademark; and one which, in my opinion, is a true differentiator that sets you apart from all others in your field."***

Marc Caira, Vice Chair, Restaurant Brands International



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