Fulcrum Point

Workshop outline · Working with others

Interpersonal Skills.

Gain cooperation, build trust, and move people to act.
Participants practice questioning, listening, presenting benefits, and handling pushback.

For

Anyone who wants to strengthen their interpersonal skills and their influence with others.

Format

One day. In person or live virtual.

What it is for.

Professionals with strong interpersonal skills gain cooperation from others, which matters most when an idea or project depends on another team's resources. They work better with colleagues and have more influence with decision makers and stakeholders.

Participants apply a framework for persuasive interpersonal communication and practice the skills it depends on: asking effective questions, listening actively, articulating benefits, and handling pushback and resistance, so that both sides leave a conversation with the same understanding.

What you leave with.

- The confidence to engage others in ways that lead to action
- Better relationship management inside and outside your organization
- More openness to feedback, and effective use of body language
- Listening skills that improve collaboration
- The ability to increase buy-in for your ideas
- Better relationships with key stakeholders

Why it matters.

- Relationships come before solutions
- Alignment means working toward the same goal
- These are core skills, needed in nearly every other one

Format.

Length	One day
Mode	In person or live virtual
For	Anyone who wants to strengthen their interpersonal skills and their influence with others.
Method	Self-assessment tools; Short inputs from the facilitator; Group activities; Individual and peer-to-peer assignments

Your speaker.

Lorne Michael Cousins

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Lorne Michael Cousins has spent twenty-five years inside corporate sustainability across China and the Asia-Pacific, as environmental auditor, sustainability consultant and leadership strategist. He is Senior Fellow and Council Director at The Conference Board, Asia, founder of Fulcrum Point Sustainability Consulting in Shanghai, and a Founding Member of the Sustainability Directory.

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