



'Why Can't People Be More Like Me?'

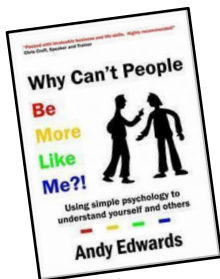
A talk by Andy Edwards

(aka 'RELATIONOMICS'; 'Play Nicely Together'; 'I've upped my personal awareness – UP YOURS!'; 'I just don't understand you!'; 'Who do you think you are?')

ANDY'S BOOK AND ONLINE TRAINING PROGRAMME ARE BOTH AVAILABLE TO COMPLEMENT THIS TALK IF REQUIRED

Duration: Keynote/Talk: 30 minutes to 90 minutes. **Workshop/away-day:** Two hours to full day

Great for teams, culture change, workplace values, bringing people together, fresh starts, and more!



In his most popular speech (and echoing the title of his book), Andy takes us on a journey in understanding ourselves, our colleagues and our customers at a deeper level.

Explore the reality of your personal impact on the people in your workplace – even on friends and family, and the benefits of identifying those wonderful differences between us all.

What you will learn:

- An understanding of the psychology of human behaviour
- Why we behave the way we do
- How people judge us – and what to do about it
- The common denominators of difference
- How to adapt and connect for better outcomes
- How to recognise what strengths and challenges are really based on
- A way of 'Reading' people almost instantly
- The benefits of developing emotional intelligence


Benefits and take-aways:

- Easier/quicker communication between individuals or departments
- Less 'down time' due to misunderstandings
- Culture change - Appreciation for different approaches
- Team cohesion
- Higher degrees of motivation, discretionary effort, and productivity

All delegates will be given access to a 2-page personality profile.

This material can be adapted to emphasise:

- Teamwork
- Culture change
- Customer focus/experience
- Communication
- Workplace values
- Personal Impact
- Emotional Intelligence



Adaptable material to suit *specific* needs of the event audience

Audiences of 10 – 10,000

Works with a multi-national/multi-cultural audience

Lands well at ALL levels from apprentice to CEO

Conference breakout version available

Can be run as a 'lunch & learn', team away day/workshop (also as a follow up activity)

Coaching programme can be added

Mini Biography



Andy Edwards is the creator of "Relationomics"; (leveraging relationships for the best possible business results). He is an accredited behavioural psychologist and is the author of two books; one on Psychometrics and understanding people, the other about Behavioural Leadership (as seen from the follower's perspective). Using an accessible model of human behaviour, Andy speaks about how to create, build, leverage, and repair quality relationships in the workplace.

He works with organisations, departments or functions traditionally measured by time, fees, or tangible output. Increasingly, these environments are recognising that many **challenges in the workplace are less a result of workload, competence, or productivity and more a result of dysfunctional or undervalued relationships**. In a surprisingly brief period, Andy can show that appreciation of each team member's differences leads to a **more harmonious culture, higher discretionary effort, efficient leadership, and ultimately a more effective workforce**.