

Daniel MURRAY

LEADING WITH EMPATHY



THE TOUGH SKILLS OF LEADING PEOPLE AND BUILDING CULTURE TO DRIVE PERFORMANCE!

If we want to drive performance through people, we need meaningful, trusted and committed partnerships with them. This involves leaders building deep understanding, underpinned by trust and curiosity. We need Strategic Empathy embedded in leadership.

WHAT LEVEL ARE WE LEADING FROM?

	Leader with...	Focus on...	People feel...	Outcome
Them focus ↑	Empathy	Understanding	"We trust you"	Commitment
	Kindness	Rapport	"We like you"	Compliance
	Expertise	Answers	"We follow orders"	Reliance
You focus ↓	Managerial	Consistency	"We're just cogs"	Resentment

This interactive session will entertain, educate and inspire the audience to step up to an empathy-based leadership approach. The session breaks down the concepts of Strategic Empathy into easy to use frameworks and tools that will improve relationships, deepen understanding and drive results.

This session involves engaging stories, emotive activities and introduces neuroscience with refreshing simplicity.

KEY OUTCOMES

- Uncover the fundamental drivers of people & performance
- Provide the key tools to develop Strategic Empathy
- Dramatically improve influence and communication skills
- Learn the leadership skills that build committed teams

TESTIMONIALS

"Thought inspiring, provoking and interesting. Took you through the emotional journey of using empathy in your business."

Robbie Cooke, CEO, Tyro Payments

"As a master storyteller, he led us as willing volunteers, on a journey of change. Daniel speaks and people not only listen but are compelled to do better."

Lorraine Murtagh, Global Head of Learning, Partners in Performance

CONNECT WITH DANIEL

- daniel@empathicconsulting.com
- [daniel-empathicconsulting/](https://www.linkedin.com/company/daniel-empathicconsulting/)
- danielmurrayspeaker.com
- +61 418 920 412

PAST CLIENTS



CommonwealthBank



QBE

