

DANIEL MURRAY STRATEGIC EMPATHY

THE TOOLS TO BUILD THE UNDERSTANDING, TRUST AND COMMITMENT NEEDED 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.

	Leadership Style	Focus on...	Culture...	Outcome
Them focus ↑	Empathy	Understanding	"Trust & drive"	Commitment
	Relationships	Concern	"Friendly and nice"	Compliance
You focus ↓	Expert	Answers	"Do what I'm told"	Reliance
	Manager	Process	"Cog in the wheel"	Resistance

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

in [daniel-empathicconsulting/](https://www.linkedin.com/company/daniel-empathicconsulting/)

🌐 empathicconsulting.com

☎ +61 418 930 412

PAST CLIENTS

tyro

Perpetual

strategy&
Part of the PwC Network

NSW
GOVERNMENT | The Treasury



CommonwealthBank



QBE



NOVA
ENTERTAINMENT



Applied
Medical



the
eventful
group

ADAPT
OVATE