

# Awareness as Advantage

## A Professional Training Applied To Your Needs, Now

*Business leaders traditionally overlook awareness training for their workforces, instead relying on various levels of awareness employees already possess. This is no longer adequate. Business climates are rapidly adapting to multiple unprecedented social changes all at once. Business professionals are increasingly incorporating "mindfulness," gaining awareness skills to perform with greater adaptability, authenticity, communication talent, resiliency and satisfaction – all directly in service to the company's performance.*

*Arron Mansika is a highly recognized business leader, executive director, entrepreneur and startup advisor. Awareness as Advantage draws from Arron's experience advising thousands of entrepreneurs and business owners on the topics of advanced leadership, authenticity, brand and culture. Arron trains pragmatic skills-based awareness and leads purposeful discussion to facilitate business application of awareness skills. Participants immediately gain pragmatic abilities to improve performance, satisfaction and any bottom line.*

### Purpose

Awareness as Advantage sharpens skilled awareness and intelligence to apply in a business environment.

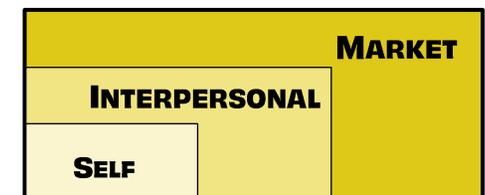
### Design

The focus scales up from Self-, to Interpersonal, then Market Awareness through exercises, instruction and discussion.

### Delivery

The training is available in convenient options:

- Three two-hour workshops
- Two three-hour workshops
- One six-hour workshop



# CURRICULUM SYNOPSIS

## AWARENESS AS ADVANTAGE

FOCUS	EXPECTATIONS	LEARNING OUTCOMES
<b>1. Self-Awareness - <u>Skills</u></b> <i>Perception / Performance Narrator</i>	<b>A.</b> Correlate self-awareness and professional performance	<b>a)</b> Boosted professional performance through strengthened self-awareness
	<b>B.</b> Measure self-awareness to establish metrics before and after training	<b>b)</b> Unraveled habits to strengthen intention
	<b>C.</b> Explore immunity to change and opportunity for development	<b>c)</b> Articulated knowledge accessed through Emotional Intelligence
	<b>D.</b> Examine the role of narrator in perception and performance	<b>d)</b> Developed reflective strategies to increase self-awareness
<b>3. Interpersonal Awareness - <u>Skills</u></b> <i>Influence Style / Change Style</i>	<b>A.</b> Practice skilled self-awareness within interpersonal communication	<b>a)</b> Empowered to discern personal tendencies'
	<b>B.</b> Measure interpersonal awareness to establish metrics before and after training	<b>b)</b> Experienced the asset of diversity within Team Intelligence
	<b>C.</b> Examine styles of change and styles of influence	<b>c)</b> Identified the need and danger of mental models
<b>4. Interpersonal Awareness – <u>Applied</u></b> <i>Team Intelligence</i>	<b>D.</b> Corelate bias and inquiry with group dynamics	<b>d)</b> Developed reflective strategies to increase awareness in relation to others
	<b>A.</b> Explore interpersonal awareness in a larger market context	<b>a)</b> Improved strategic use of an economic lens
	<b>B.</b> Consider the impacts of interpersonal skills within a business ecosystem	<b>b)</b> Improved strategic use of an ecologic lens
<b>5. Market Awareness - <u>Skills</u></b> <i>Binocular Vision: Economic &amp; Ecologic</i>	<b>C.</b> Examine the relationship of strategy, hypothesis, planning and adaptability	<b>c)</b> Deepened perspective of Self's relationship to all else
	<b>D.</b> Explore awareness as a professional differentiator	<b>d)</b> Warriorship, at any scale, to perceive and perform in the moment
	<b>6. Market Awareness: <u>Applied</u></b> <i>Systems Intelligence</i>	

# Curriculum Detail



Focus 1	CONTENT	LENGTH	LEVEL
<u>Self-Awareness</u> <i>Perception / Performance Narrator</i>	Business application of trained self-awareness skills	60 minutes	Business Professional
MATERIAL: ATTENDEES WILL KNOW	SKILLS: ATTENDEES WILL DO	TERMINOLOGY	ANTICIPATED OUTCOMES
<ul style="list-style-type: none"> <li>Self-awareness is a business skill</li> <li>Levels of awareness are not fixed</li> <li>Internal narration can be managed</li> </ul>	<ul style="list-style-type: none"> <li>Establish personal metrics</li> <li>Recognize and manage internal narration</li> <li>Differentiate reactions and responses</li> </ul>	<ul style="list-style-type: none"> <li>Narrator</li> <li>Perceiver / Performer</li> </ul>	Improved professional impact and satisfaction through trained personal reflection.

Focus 2	CONTENT	LENGTH	EXPERIENCE LEVEL
<u>Self-Awareness</u> <i>Emotional Intelligence</i>	Business application of trained Emotional Intelligence	60 minutes	Business Professional
MATERIAL: ATTENDEES WILL KNOW	SKILLS: ATTENDEES WILL DO	TERMINOLOGY	ANTICIPATED OUTCOMES
<ul style="list-style-type: none"> <li>IQ and EQ are correlates</li> <li>Awareness boosts performance</li> <li>EQ derailers must be managed</li> </ul>	<ul style="list-style-type: none"> <li>Practice strengthening self-awareness</li> <li>Examine habits to reinforce intention</li> <li>Gain knowledge accessed through EQ</li> </ul>	<ul style="list-style-type: none"> <li>EQ</li> <li>Derailer</li> </ul>	Improved professional impact and satisfaction through trained correlating IQ and EQ.

The attendee will demonstrate new comprehension of self-awareness in a professional setting through the statement:  
*I can apply awareness of my personal narrator as a pragmatic business skill and have learned to strengthen this skill.*

# Curriculum Detail



Focus 3	CONTENT	LENGTH	LEVEL
<u>Interpersonal Awareness</u> <i>Influence Style / Change Style</i>	Business application of trained interpersonal awareness skills	60 minutes	Business Professional
<b>MATERIAL: ATTENDEES WILL KNOW</b>			
<ul style="list-style-type: none"> <li>Habits help or hurt awareness</li> <li>Awareness avails more options</li> <li>Style is not fixed</li> </ul>	<b>SKILLS: ATTENDEES WILL DO</b>		<b>TERMINOLOGY</b>
	<ul style="list-style-type: none"> <li>Establish personal metrics</li> <li>Recognize and manage personal styles</li> </ul>	<ul style="list-style-type: none"> <li>Change style</li> <li>Influence style</li> </ul>	<b>ANTICIPATED OUTCOMES</b>
			Improved professional impact and satisfaction through trained reflection in relationship

Focus 4	CONTENT	LENGTH	LEVEL
<u>Interpersonal Awareness</u> <i>Team Intelligence</i>	Business application of trained Team Intelligence	60 minutes	Business Professional
<b>MATERIAL: ATTENDEES WILL KNOW</b>			
<ul style="list-style-type: none"> <li>EQ is predictive of a team's success</li> <li>Mental models embed bias</li> </ul>	<b>SKILLS: ATTENDEES WILL DO</b>		<b>TERMINOLOGY</b>
	<ul style="list-style-type: none"> <li>Practice self-awareness in communication</li> <li>Experience Team Intelligence in real time</li> </ul>	<ul style="list-style-type: none"> <li>Mental model</li> <li>Implicit bias</li> </ul>	<b>ANTICIPATED OUTCOMES</b>
			Improved professional impact and satisfaction through trained Team Intelligence

The attendee will demonstrate new comprehension of interpersonal awareness in a professional setting through the statement:  
*I can apply awareness of my change and influence styles as a pragmatic business skill and have learned to strengthen this skill.*

# Curriculum Detail



Focus 5	CONTENT	LENGTH	LEVEL
<u>Market Awareness</u> <i>Binocular Vision: Economic &amp; Ecologic</i>	Business application of trained market awareness skills	60 minutes	Business Professional
MATERIAL: ATTENDEES WILL KNOW		TERMINOLOGY	ANTICIPATED OUTCOMES
<ul style="list-style-type: none"> <li>▪ Binocular Vision: awareness through economic and ecologic lenses</li> <li>▪ Awareness facilitates adaptability</li> </ul>	<ul style="list-style-type: none"> <li>▪ Establish personal metrics</li> <li>▪ Recognize and manage dominant lens</li> </ul>	<ul style="list-style-type: none"> <li>▪ Binocular vision</li> </ul>	Improved professional impact and satisfaction through trained reflection within a large context

Focus 6	CONTENT	LENGTH	LEVEL
<u>Market Awareness</u> <i>Systems Intelligence</i>	Business application of trained Systems Intelligence	60 minutes	Business Professional
MATERIAL: ATTENDEES WILL KNOW		TERMINOLOGY	ANTICIPATED OUTCOMES
<ul style="list-style-type: none"> <li>▪ Effective strategy is adaptable</li> <li>▪ Systems Intelligence is scaled awareness</li> </ul>	<ul style="list-style-type: none"> <li>▪ Examine the impact of awareness on adaptability</li> <li>▪ Identify current demands to adapt</li> </ul>	<ul style="list-style-type: none"> <li>• Systems Intelligence</li> <li>• Nested systems</li> </ul>	Improved professional impact and satisfaction through trained Systems Intelligence

The attendee will demonstrate new comprehension of market awareness in a professional setting through the following statement:

*I can apply awareness of my economic and ecologic lenses as a pragmatic business skill and have learned to strengthen this skill.*