Women Leading Locally



MENTORING CIRCLES

SESSION 3 Leading Others

Organisation Orijen

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Welcome to our fireside chat

- Chatham House rule: everything that is said in the circle, stays in the circle
- Who’s in the room?
    - Name
    - LGA

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Your key learnings from the speaker?

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Program Overview

Session 1: Review of your campaign planning?

Session 2: Leading Self

- Self-care
- Personal Resilience

Session 3: Leading Others

- Strategic communication
- Flexing your style

Session 4: Bringing in all together

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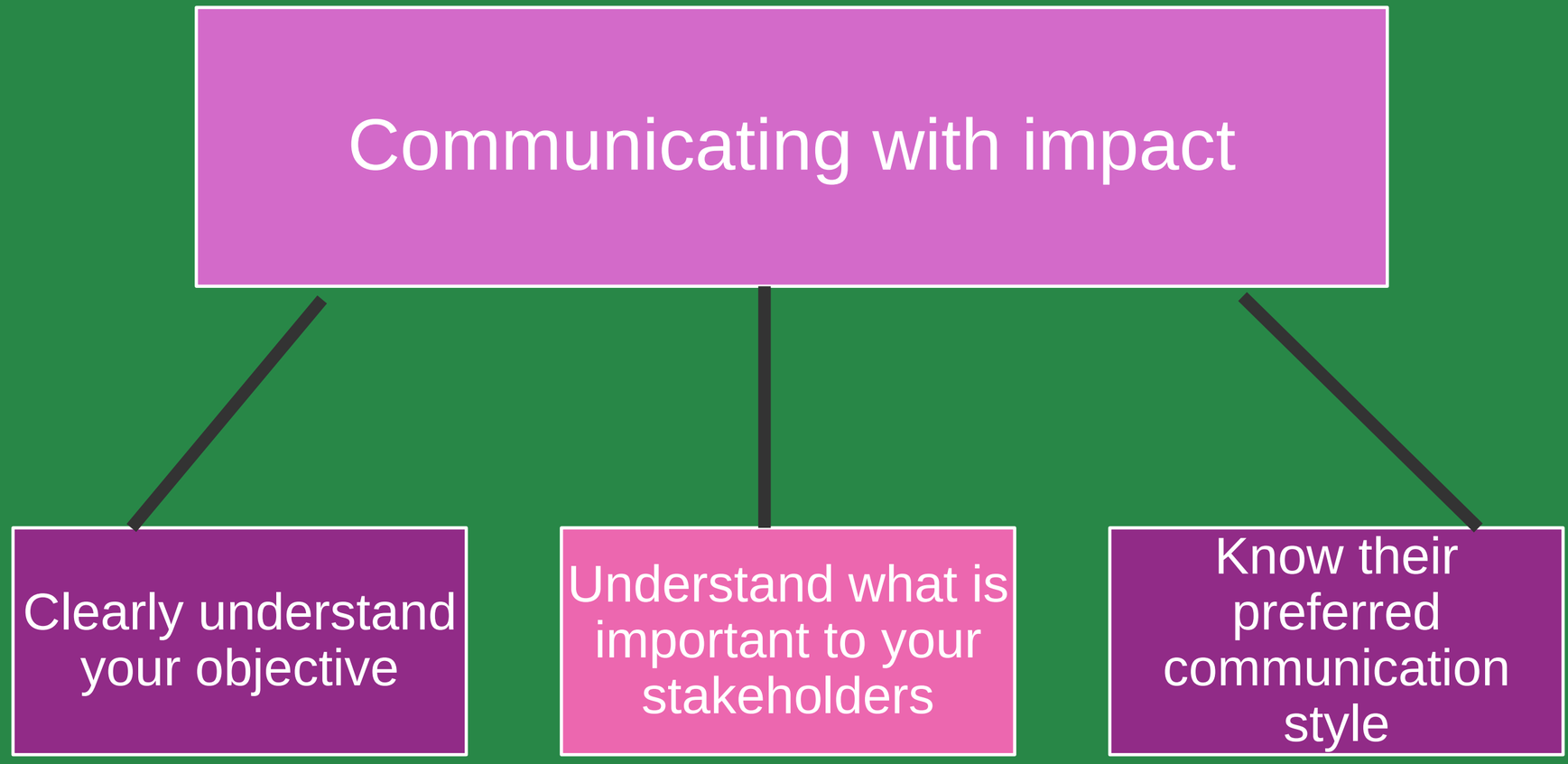
Check-in

Where are you in your campaign?

What have you been doing differently that is contributing to your personal and professional growth since we last met?

LEADING OTHERS: STRATEGIC COMMUNICATION



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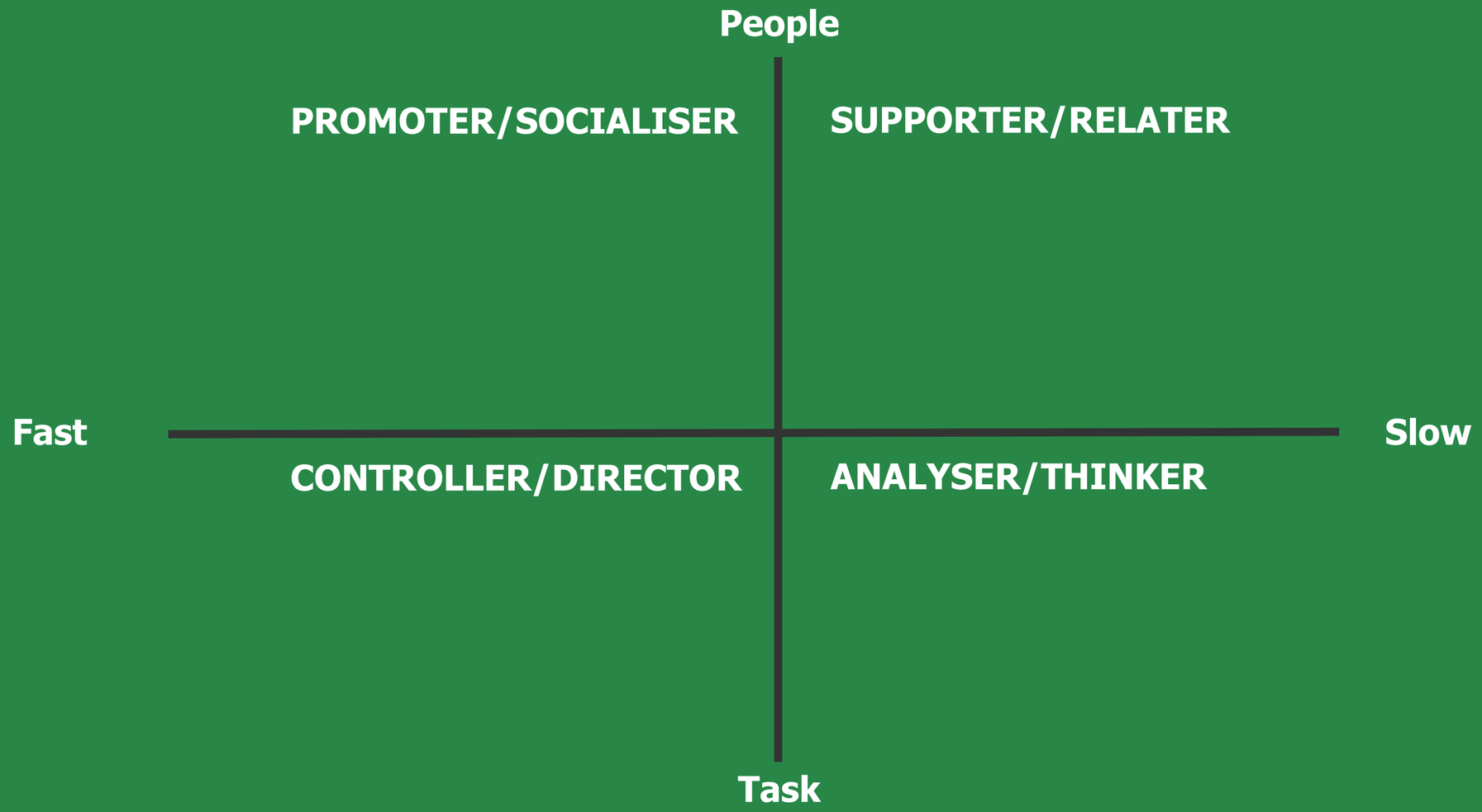
STRATEGIC COMMUNICATION – What is your preferred style?
Page 19



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SUPPORTER/RELATOR	ANALYSER /THINKER	PROMOTOR/SOCIALISER	DIRECTOR/CONTROLLER
• Harmoniser • Values acceptance and stability in circumstances • Slow with big decisions; dislikes change • Builds networks of friends to help do work • Good listener; timid about voicing contrary opinions; concerned for others' feelings • Easy-going: likes slow, steady pace • Friendly and sensitive; no person is unlovable	• Assessor • Values accuracy in details and being right • Plans thoroughly before deciding to act • Prefers to work alone • Introverted; quick to think and slow to speak; closed about personal matters • Highly organized; even plans spontaneity! • Cautious, logical, thrifty approach • Thoughtful; no problem is too big to ponder	• Entertainer • Values enjoyment and helping others • Full of ideas and impulsive • Wants to work to be fun for everyone • Talkative and open about self; asks others' opinions; loves to brainstorm • Flexible; easily bored with routine • Intuitive, creative spontaneous • Optimist: nothing is beyond hope	• Commander • Values getting the job done • Decisive risk taker • Good at delegating work to others • Not shy but private about personal matters; comes on strong in conversation • Likes to be where the action is • Take charge, enterprising, competitive, efficient • Fearless; no obstacle is too big to tackle
Relationship Oriented	Results Oriented	Ideas Oriented	Outcome Oriented

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Communication

(page 21)

Activity

In your breakout group, discuss how you can apply your understanding of communication styles to the way you would approach different people?

My communication style is .....

- This is what and how I like to communicate
- This is what you need to do/say to convince me

Refer to Louise Crawford's tips:

- Door knocking
- Elevator pitch
- Flyer

Reflection and Homework

1. Take time to observe how individuals communicate and which style/s they are using.

2. Next speaker will be.....

3. Complete the reflections on your personal journey (page 25). Come prepared to share your journey with your circle.

- My feelings/thoughts coming into the program?
- What have I learned about myself?
- What have I learned about campaigning?
- What did I learn from my colleagues?
- What' s next for me?