



Communication Training

This program will provide the skills that landscape architects need to lead projects and design teams more effectively. Participants will grow in self-confidence, gaining the tools to expand their role on projects beyond design consulting. Throughout the program, we will teach foundational techniques that provide new awareness and new knowledge of fundamental leadership principles. Our goal is to help participants develop new capabilities that will create a positive change, solve complex problems, and break down barriers that landscape architects often experience on project teams.

Why Participate?

Educational institutions prepare landscape architects to fulfill the desire for a sustainable environment that enhances society's quality of life. While that education provides immense professional value, it is only part of the equation for a productive and collaborative working environment with colleagues in other industries. Today the art of leadership, communication and diplomacy are more crucial than ever in enhancing landscape architecture's prominence as a profession and enabling landscape architects to guide collaborative efforts to improve the global environment.

Program Details

Sessions: 12* 1.5-hour sessions
Credit: 12 LA CES received for course completion
Start Date: January 19, 2022
End Date: April 6, 2022
Schedule: Wednesdays at 8:00 AM for 12* weeks
Location: Virtual, via Zoom
Price: \$600 - \$800*
Facilitator: Mike Nally, Founder & CEO

REGISTER HERE:
NallyVentures.com/asla-va-training

Registration will end on Dec. 10th.
Payments will be issued on Dec. 13th
and collected by Dec. 17th.

**Final price and number of sessions varies based on the number of total participants enrolled.*

Our Approach

Our programs incorporate a variety of techniques to maximize participant engagement. We use group-led discussions, Socratic methods, instructional videos and role-playing throughout our training. We promote collaboration among learners by integrating real-life workplace challenges and problems. Program engagement is not limited in the virtual setting. To do this we leverage breakout rooms, screen sharing, the chat box and more!

"I felt the phased approach to the training was integral to my success. Laying the foundation in the initial classes and building on that from class to class helped me increase practical application. The learnings became second nature in my day-to-day interaction at work."

- Chuck Derickson, Engineering Project Manager

Program Topics

- **Owning Ownership, January 19th**
 - Differentiate the levels of ownership.
 - Define the mindset of ownership.
 - Learn how to own intent, actions and inactions.
- **Identifying Communication Breakdowns, January 26th**
 - Examine the three common causes of communication breakdowns.
 - Learn techniques for overcoming three common communication breakdowns.
- **Creating Mindful Connections, February 2nd**
 - Understand the 4Cs: Connect, Communicate, Collaborate and Confirm.
 - Master winning techniques to spark successful & positive communications.
- **Temperament Traits, February 9th**
 - Identify the four different types of temperaments.
 - Examine the different patterns of thinking and communication styles.
 - Learn the best approach for communicating with each temperament.
- **Reframe Your Thinking ("Filters'), February 16th**
 - Identify how perceptions, i.e., 'filters,' influence thinking.
 - Examine how filters affect leadership style.
 - Learn a proven process to reframe thinking.
- **Presentation Preparation, February 23rd**
 - Research your audience to better tailor to their needs when speaking.
 - Analyze the components of an effective needs assessment.
 - Understand the benefits of assessing the needs of your audience.
- **High Impact Presentation, March 2nd**
 - Implement best practices for structuring, rehearsing and refining your presentation.
 - Develop clear objectives, to deliver an effective presentation.
 - Communicate with clarity, confidence and enthusiasm to hold the audience's interest, and conclude strongly.
- **Handling Objections, Negotiating & Closing, March 9th**
 - Learn a process to systematically overcome objections (LAIR).
 - Learn winning techniques for successfully negotiating.
 - Examine proven closing techniques.
 - Successfully ask for referrals to win new business.
- **Role-Play*, March 16th**
 - Put your communication and sales skill learnings into practice.
 - Effectively present to your peers.
- **Role-Play*, March 23rd**
 - Put your communication and sales skill learnings into practice.
 - Effectively present to your peers.
- **Role-Play*, March 30th**
 - Put your communication and sales skill learnings into practice.
 - Effectively present to your peers.
- **Communication Action Plan, April 6th**
 - Review communication concepts.
 - Identify top program takeaways and share your commitment to continuous improvement of personal and organizational communication.

**The number of role-play sessions varies based on the number of total participants enrolled.*

About Us

Established in 2003, Nally Ventures is an entrepreneurial company founded by Mike Nally, a real estate developer and proven leadership coach. We are a results-oriented business committed to providing solutions in order to take organizations and projects to the next level. We provide an array of services that transform executives into world-class leaders, produce a new generation of highly effective managers and team members, and navigate the maze of real estate development. At Nally Ventures, we take tremendous pride in being a team our clients can trust, respect and rely on to foster new growth for their businesses.