

# Relate.

Better listening leads to better discernment leads to better relationships.

The strength of your organization or team is directly related to the strength of the individual relationships within. Strong relationships fuel greater collaboration, help people navigate through change, increase fulfillment and reduce conflict. Relationships are built, re-built, and nurtured through conversation. While many have focused on transmitting information through the development of speech, debate and presentation skills, most have not spent equal effort learning how to listen in a way that values people, actualizes care, and leads to greater discernment. Learning this skill, as a leader or team member, has the power to transform relationships and organizations, one connection at a time.

In this 2-day experience, participants will:

- Empower others through the skill of empathetic listening
- Deliver feedback that is clear and readily received
- Build and preserve relationships through effective confrontation skills when behavior change is needed
- Learn recognition and celebration practices to encourage behaviors you want to see more of in your organization
- Receive feedback on their behavior preferences, with the aid of an online assessment, to increase self-awareness of how one's actions impact others.

Relate is taught at a variety of organizations from Fortune 100's to small businesses, from industry to professional services, from local to national government entities.



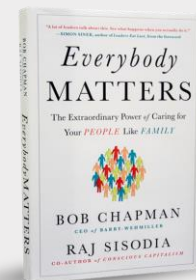
## We believe that where we work can be the most powerful force for good in our societies today.

In order to bring that world to life, the Barry-Wehmiller Leadership Institute (BWLI) partners with organizations to deliver customized training and events, assessments, consulting services - and everything in between. We build on and transfer the learnings of our parent company, Barry-Wehmiller, to yours. Barry-Wehmiller is a private company that was started in 1885. Today the organization is comprised of over 100 acquisitions and 12,000 team members around the world in manufacturing, engineering and IT consulting, and professional services. We design and build the machines that make most of the products you use every day. And we've been very successful at it. Since our first acquisition in 1987, Barry-Wehmiller's annual revenue has increased 18%. As a result of the attention from external organizations on how we build and develop culture for business and people success, and based on our overriding purpose of "measuring success by the way we touch the lives of people," we formed BWLI.

With head offices in St. Louis and Cape Town, BWLI is working around the world with public and private companies, large and small, in union and non-union environments. Our methodology and content is straightforward, respectful and usable for leaders at all levels in an organization. Our clients and work include senior leader training for the world's largest airline; purpose and engagement efforts for a top-tier NFL team; multilevel leadership, emotional intelligence and candor assessment efforts to a leading private retailer; focused listening sessions and organizational health assessment on one of the nation's largest construction projects (\$6B) for a major oil company; and senior sales leadership team-building for the world's largest wine producer.

Here are some resources to use in your organization and get to know us better:

- [TED Talk](#) by Barry-Wehmiller CEO, Bob Chapman
- [Short animation](#) on Truly Human Leadership
- [The Truly Human Leadership blog](#)
- [Everybody Matters podcast](#) showcasing great leadership worldwide
- [Everybody Matters documentary](#) featuring Raj Sisodia and Simon Sinek



**BW Leadership  
Institute**  
ST. LOUIS • CAPE TOWN

[bwleadershipinstitute.com](http://bwleadershipinstitute.com)