Listen to Understand
CCL Lead-it-Yourself Workshop Kit

Challenge
Being a good listener is vital to a person’s success. Merely believing you listen well does not inherently make you an active listener. High achievers know how to develop trust and relationships with others using the power of listening. Listening to understand is difficult for some because of the emotional interactions they may encounter. However successful people can be empathic and know “how to talk less, and listen more.” The greatest thing is that listening to understand is a skill that can be learned.

Solution
CCL’s Listen to Understand workshop provides tools and skills to make it easier to learn and practice effective listening. By learning specifically what to do (or avoid doing) to be a better listener, you can encounter fewer misunderstandings, resolve more conflicts, and waste less time.

Who would use this workshop kit?
- Internal HR and Training & Development Professionals who aim to strengthen leadership across their organization.
- Business Unit Leaders, Team Leaders, or Project Leaders tasked with improving performance by helping their team improve trust and relationships.

What are the benefits for those participating?
By participating in this workshop, participants will:
- Learn to listen
- Know specifically what to do or to avoid doing to be a better listener
- Avoid misunderstandings and wasted time
- Use your superpower of Listening to Understand to resolve conflicts

CCL Workshop Kits
At a Glance
CCL's Lead-It-Yourself Workshop Kits let your HR professionals or experienced team leaders scale up leadership development in simple, affordable, pre-packaged modules, now located one convenient place – Yours!

Key Benefits:
- No certification required
- Built on proven CCL research and experience
- Effective, dynamic half-day workshops
- Everything you need is included
- Simple to implement
- Flexible – Choose one or multiple relevant topics
- Trainer support and service available
## What's Included?

**Facilitator Kit Includes:**
- Facilitator Guide:
  - Talking points for each slide
  - Helpful tips for participant engagement
  - Breakdown of timeframes required for delivery
- Flash drive that includes:
  - PowerPoint slides
  - Video clips integrated for use in the workshop
  - Two support videos:
    1. How to use CCL’s workshop kits
    2. Overview of the course and the content
- Internal Marketing Support
  - Editable email message to invite employees to participate in the workshop
  - Editable flyer for organizations to inform participants about the workshop
- One Complete Participant Kit

**Participant Packages include:**
- Participant Workbook complete with content and guided practice exercises
- CCL’s Active Listening Guidebook

## Get Started Today!

**No certification.**
**Scalable options.**
**Affordable development.**

<table>
<thead>
<tr>
<th>Class Type</th>
<th>Participants</th>
<th>Included Items</th>
<th>Price</th>
<th>Cost per Participant</th>
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</thead>
<tbody>
<tr>
<td><strong>Standard Class</strong></td>
<td>25</td>
<td>Includes 1 Facilitator Kit, CCL Content License, and 25 Participant Kits</td>
<td>$4275</td>
<td>$171/participant</td>
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<td><strong>Large Class</strong></td>
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<td>Includes 1 Facilitator Kit, CCL Content License, and 50 Participant Kits</td>
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<td>$135/participant</td>
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<td>Includes 1 Facilitator Kit, CCL Content License, and 100 Participant Kits</td>
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<td><strong>Enterprise</strong></td>
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<td>Pricing and Specific Quantities Available</td>
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<td>$69/participant</td>
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To order, or to learn more: email info@ccl.org or call +1 336 545 2810.

*Note: Quantity discounts apply to each purchase and are not cumulative.*