

## The Secrets of Success

Who wouldn't want to know the secrets of success?

Whether it's the art of winning an argument, the subtleties of effective communication, the key to understanding people, the need for prioritisation, the simple genius of lateral thinking, the often overlooked requirement for good preparation, or the importance of persistence, all can be powerful allies in your battle to get ahead in life.

Former BBC News Correspondent and author Simon Hall takes you through the insights he's learnt in his career, from both his own experiences and those of the famous and successful people he's met.

### Aim

To provide participants with a clear understanding of:

- How best use of your time and thriving under pressure
- The secrets of how successful people get on in life.
- The power of words in persuading others of the strength of your argument.
- The importance of preparation in maximising your chances of success.
- Tips from the writing world about how to understand people, and ways to use that to your advantage.
- The advantages of defining and visualising clear goals.
- How lateral thinking can make the impossible possible.
- The importance of persistence, with a tour through the way some very well-known people dealt with rejection.
- The single simple golden secret to success.

Participants will explore success in a range of different fields, from sport to warfare, and the arts to the sciences.

They will come to understand the common themes that emerge, and the practical lessons of how they can be applied to their own working lives.

## Methodology

The specific needs of the participants, taken from pre training questionnaires, will shape the course. Various interactive scenarios, based on the working lives of the group, and those who have achieved success, will be used to illustrate and explore the points being made. The sharing of participants' experiences, and group discussion and interaction will be encouraged. A small group size maximises interactions and allows time to address any individual requirements. It will also create an open learning environment where participants can share their experiences

## Workshop methods and tools

The day will be highly interactive to maximise the benefit for participants.

- **Presentations** will outline each subject area, and case studies examined, with questions and exercises to explore and investigate in more depth.
- **Discussions** will form a regular part of the course, with particular focus on participants' experiences.
- Participants will work both individually and in teams, to explore both the importance of individual and group thinking.

## Sample programme

**10.00 – 11.15**

**Session one:** Welcome and introductions.

- Why strive for success? A tale of one person, two lives.
- The importance of setting priorities and utilising pressure.
- The subtle, and not so subtle arts of communication.
- The often overlooked art of asking the right questions.

*Coffee break*

**11.30 – 13.00**

**Session two**

- The power of words and winning an argument.
- How to shape a speech, report or presentation for maximum effect.
- Lateral thinking, and how it can overcome seemingly impossible obstacles, with some surprising historical examples.
- A lateral thinking challenge to ponder over lunch.

*Lunch*

**13.30 – 15.00**

**Session three**

- Team working, leadership, and how the whole can become far greater than the sum of its parts.
- Insights into understanding people, and how that can help you get ahead in life.
- Clear goal setting and visualisation to speed you along the road to success.
- How to find inner calm in even the most stressful situations.

*Tea break*

**15.15 – 16.30**

***Session four***

- The importance of preparation in maximising your chances of success.
- The secrets of the rich and famous in how they became successful.
- Dealing with rejection and how to keep going, no matter how hopeless a situation might feel.
- The single golden secret of success.

**16.30 – 1700**

***Roundup, discussion and questions***