



 (+27) 83 377 4120
 HOWARD@FELDMANS.CO.ZA
 WWW.HOWARDFELDMAN.CO.ZA
 @HOWARDFELDMAN

"NO SAFE SPACE"



THE SUPER POWER OF PERCEPTION IN THE WORKPLACE

Context

There are many superpowers in our arsenal, but one of the most powerful is how people perceive us

When we enter a room. When we sit down. When we start a meeting. These are just some of the situations where our posture, presentation and personality will change how every person perceives us. The way we sit, the way we hold yourself and the way you dress – every one of these elements has an impact.

And yes, it does matter.

Without a clear understanding of what we convey through our own body language and without practical guidelines as to how we determine and alter communication, employees have little to assist them with regard to some of the options and choices that they confront.

Who is Howard Feldman

Howard Feldman is the author of the books; *Carry On Baggage* – the story of a man who thought he travelled light and *Tightrope – Musings of Circus South Africa*.

He is a weekly columnist on News24 where he is often the "Most read" columnist but contributes to various publications around the world. He also writes a weekly opinion piece for the South African Jewish Report and has increasing and loyal following.

He is the daily talk show host 6-9am on The Morning Mayhem Chai Fm –where he offers “No Safe Space.” His show is humorous, edgy and current and he engages matter of the day, business, politics and socio political commentary.

Howard is a lawyer by qualification but spent 15 years building and managing a physical commodities company from its inception to ultimately being the largest global chrome trader with 6 offices around the world.

His thought provoking, humorous and entertaining style, coupled with his deep insight into the human psyche places him in a unique position to engage, challenge and educate.

Course overview

Howard Feldman’s dynamic “The Power of Perception in the Workplace” program will engage the participants and encourage dialogue on the nature perception, negotiation. The course is intended to challenge, to create awareness and to show the value of conscious decision making in the workplace. It provides a practical guide to evaluating a situation in order to determine a desired positive outcome.

The course takes a fascinating journey through history; From the spice trade to the modern camera, the program examines examples of the success and failure of market leaders.

Lesson objectives

At the conclusion of the course participants should be able to;

- Identify the “hidden signs” of communication
- Understand how to shift a participant towards a more favourable outcome
- Create self awareness of the messages that the participant is communicating
-

Topics to be covered

- A history of fear in the work place?
- Understanding Stoicism and the practical use of this philosophy
- Setting a standard for individuals and for companies
- Expectations from a company ethos perspective.

The nature of the course

The subject matter is critical to any organization and is one with gravitas, but the best results are achieved when participants enjoy the session and engage openly. The course is intended to be fun and interactive but not deviate from the serious topic that needs to be addressed. The course material consists of:

- pop culture references.
- economic studies.
- behavioral psychological studies as well as
- personal stories.

This creates a focused, engaging and enjoyable learning environment.

Who Should Attend

The course targets multiple levels within an organisation. The best suited participants are those who are able to engage in the subject matter of the course. Past participants have included employees who represent the organisation outside the company as well as those who set the parameters for the ethos of the company.

The details

- Length 1 hour depending on engagement
- Requirements:
 - o Projector
 - o HDMI Port
 - o Space to engage audience

Contact details

- Instructor: Howard Feldman
- Email: Howard@feldmans.co.za
- Cellphone: 083 377 4120