

MORTAL
FOOLS

CONNECT

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**TRAINING &
PROFESSIONAL
DEVELOPMENT
PROGRAMME FOR
ORGANISATIONS,
TEAMS, AND
INDIVIDUALS.**

**Excellent delivery in an
environment which was
inclusive and encouraging!**
Participant, Newcastle Council

**I LOVED it. Great people doing fab
training in an interesting way.**
Participant, FIRST Face to Face Ltd

**Your training is energising,
informative, skilfully delivered,
inspiring and creative too."**
Participant, Northumbria University

**For more information or
to book email:
Rachel.Horton@mortalfools.org.uk**

www.mortalfools.org.uk

Mortal Fools is a multi award-winning theatre, drama and creative learning company in North East England.

Our purpose is to support people of all ages to form better inter-personal connections – strengthening people, groups and businesses.

CONNECT is our training and professional development programme for organisations, teams, and individuals. It uses a unique combination of practice from the creative sector and theory, practice, and research from the social sciences to lead participants through a practical training process of identifying personal strengths, increasing knowledge, and developing new skills.

CONNECT training is delivered by experienced facilitators, directors and creative practitioners in environments which are genuinely supportive and accessible. Our skills workshops provide opportunities for groups and individuals; our participants range from large corporate companies and public bodies to SMEs and sole traders.

PAST PARTICIPANTS

Our clients include:

- Virgin Money
- Newcastle University
- Ryder Architecture
- Northern Stage
- National Trust
- Generator
- People Dancing
- Navigator North
- Sunderland Culture

...and many more!

Brilliant. So welcoming, supportive and open – everyone in the group had time and attention.

Participant, Northern Stage

Mortal Fools delivered training for us as part of our Unlock programme for artists and creatives in Sunderland. The workshop was engaging and interesting, full of up to date information, and delivered with care and focus. We received loads of positive feedback from participants.

Sunderland Culture



The **CONNECT** programme offers dynamic and effective approaches to developing leadership practice, engaging communication, formal presentation skills, team dynamics, digital facilitation and emotional resilience & well-being.

CONNECT training is underpinned by three key themes:

1. BRINGING THE SUBCONSCIOUS INTO AWARENESS

This is what actors learn to do in their training to bypass their natural impulses and behaviour and believably present another character's personality. We use a similar approach, building both self-awareness and awareness of others to help us to manage our natural reactions, which can sometimes get in the way of what we are trying to achieve.

2. FEAR

Fear is our shorthand for what gets in the way – that negative voice in each of our heads, which speaks to us all in different ways, shaped by everything we have experienced, can sometimes become so loud that it is debilitating. We consider how fear drives our responses – even in the small things – are we afraid of looking foolish, inexperienced, or lacking in knowledge?

3. AUTHENTICITY

Our training is not '10 steps to...'
Each person is an individual and so we advocate building on personal strengths and characteristics to develop an approach which works for you and your setting.



**Engaging facilitators
and interactive activities.
Breadth of knowledge
was fantastic.**

Participant, Newcastle University



Training prices are quoted on enquiry.

To find out more and to discuss your personal or organisational training needs, email:
Rachel.Horton@mortalfools.org.uk

Thank you for the training you delivered; it was perfect for our needs – really useful and really enjoyable.

Yew Tree Youth Theatre
and Yew Tree Arts

THE CONNECT PROGRAMME

This is a flexible training programme, structured to meet your needs. You can book places on an open workshop or organise bespoke single or multi-session programmes tailored to your business needs.

All training includes detailed session notes – including signposting to further free resources – and access to a closed CONNECT Facebook group to share practice amongst participants. As an additional resource, we offer coaching for individuals and small groups to build on learning, which can be integrated into training programmes.

CONNECT DIGITAL TRAINING FOR CHANGING TIMES

The following workshops
are all delivered via Zoom.

I found the workshop was more therapeutic than I expected, by the end I felt so confident which has given me more confidence not just in communicating, but in myself. I absolutely loved the workshop.

Participant, Northumbria University



CONNECT: THROUGH CONFIDENT COMMUNICATION ON DIGITAL PLATFORMS

This workshop explores how to translate compelling, clear and authentic communication skills to digital platform engagements. Through a practical approach, we'll take you through some communication theory and key approaches designed to help you get your message across in an engaging and positive way for your audience.

This workshop is ideal for:

- People presenting online
- People running/hosting/participating in online meetings
- People delivering and facilitating online workshops
- People using video/audio to deliver communication messages
- People using their social media channels to engage with their audiences.

This workshop covers:

- Presenting your activity for the first time online
- How to manage what people see, hear, feel and think during your session
- Keeping people engaged
- Protocols for chat / Qs / comments
- Basic online facilitation skills.

DURATION: 2HRS 15MINS

CONNECT: THROUGH DIGITAL FACILITATION

This workshop is for people wanting to take the next steps in developing skills for facilitating productive meetings, discussions, presentations and participatory sessions on digital platforms. It integrates effective people management, with compelling communication and utilising digital platform functionality for best effect.

This workshop is ideal for:

- People presenting online
- People running/hosting/participating in online meetings
- People delivering and facilitating online workshops
- People using video/audio to deliver communication messages
- People using their social media channels to engage with their audiences.

This workshop covers:

- Effective facilitation online
- Leading with confidence – balancing managing people and digital functionality
- Building trust through a screen
- Maximising contributions of your participants
- Using positive language and 2-ways signals
- Balancing inclusivity with clear management
- Small meetings vs large groups.

DURATION: 2HRS 15MINS

Lovely session; I have lots of new tips which I'll be using in my writing groups and new online workshops... I will definitely be booking a space on the next session.

Participant, Freelance Writer

I feel like this will make a genuine difference.

Participant, Newcastle University

CONNECT: RESILIENCE IN UNCERTAINTY

In this workshop, we consider the ways our brains and bodies work against us in stressful situations, with particular emphasis on situations where we have a lack of control. We'll take you on a practical exploration of the stress response, touching on neuroscience and psychological theory to deepen our understanding and learn practical ways to recognise and then outsmart our natural tendencies.

This workshop is ideal for:

- People wanting to understand more about stress and its effects
- People wanting to learn new ways to become more resilient
- People wanting to support others to become more resilient
- People leading teams or organisations and wanting to integrate resilience into your culture.

This workshop covers:

- Understanding the effect of the stress response on body and mind
- Dealing with uncertainty and lack of control
- Common pitfalls and ways to avoid them
- Practical ways to boost personal and team resilience.

DURATION: 2HRS 15MINS

CONNECT: THROUGH DYNAMIC LEADERSHIP IN TIMES OF CHANGE

This workshop is a practical exploration of how to maximise your natural characteristics for effective and inventive leadership of teams, groups and organisations. We'll walk you through how to implement psychological theory and simple techniques in your day-to-day work to boost commitment, motivation and resilience of those you work with.

This workshop is ideal for:

- People working in all levels of leadership
- People wanting to take a personalised approach to leadership
- People wanting to learn new ways to support their people
- People wanting to learn practical approaches to change management.

This workshop covers:

- Personality profiling to identify key preferences and strengths
- Peer-to-peer learning to utilise those strengths
- Psychological theory linked to motivation, persuasion and managing conflict
- Understanding and managing change.

DURATION: 2HRS 15MINS

I did the workshop this morning and your facilitators were just brilliant. Entertaining as well as informative.

Participant, The Inking Studio

Out of my comfort zone but loved every minute.

Participant, Ryder Architecture

CONNECT REAL WORLD TRAINING FOR BIGGER BOLDER IMPACT

The following sessions are for face to face delivery.

We work with a selection of highly accessible, attractive, and welcoming host venues when delivering training in the North East. All sessions can include refreshments and lunch for a full day session.

Lots of interesting tips and that touch of confidence that will make speaking to an audience easier.

Participant, Ryder Architecture





CONNECT: POWERFUL COMMUNICATION

This full day session is designed for people who want to increase their personal impact and need to communicate effectively with a range of people within different contexts; from larger audiences to small groups to one-to-ones. You will explore different layers of communication – physical, verbal and psychological and experiment in a safe space with new tools and strategies, which will help you authentically connect and engage with others.

The workshop will help you learn how to forge positive connections with your audience, how to tailor your delivery to suit different people, how to manage your body, mind and emotions in the process and increase your understanding of how interpersonal dynamics work.

This workshop is ideal for:

- People presenting or pitching
- People running/hosting/participating in meetings
- People in leadership positions
- People lacking confidence and impact when delivering communication messages
- People building relationships and needing to effectively engage with their audiences.

This workshop covers:

- The different levels of communication and how they interact
- Exploring interpersonal dynamics and how they work in real life scenarios
- Using your voice to communicate engaging and confidently
- Using your body language to give clear, positive signals
- Managing interactions and relationship building
- Managing your own emotions within uncomfortable situations
- Stepping out of your comfort zone and quieting the negative voice in your head.

DURATION: FULL DAY

CONNECT: DYNAMIC LEADERSHIP

This full day session promotes a creative attitude to leadership and is suitable for leaders at all levels. Across the day, we will work with you to reflect on and build an authentic leadership style and practice that is adaptable, responsive and evolutionary.

The workshop explores the relational dynamics inherent in leadership and supports you in both identifying and making the best use of your personal qualities, skills and attributes. This session is designed for those who recognise that good leadership is an essential component to empowering people – we will explore how to you can do that by building trust, creating nurturing environments, empathising, listening, effective and authentic communication, investing into relationships and building connections.

This workshop is ideal for:

- People in leadership positions
- People aspiring to leadership positions
- People wanting to increase their personal impact
- People wanting to support, engage, lead, empower and influence others.

This workshop covers:

- Identifying your leadership style and building your leadership practice
- How to lead by example
- The rider and the elephant – how to motivate others
- The importance of interpersonal dynamics and building authentic relationships
- Effective and impactful communication
- How to positively influence others.

DURATION: FULL DAY

CONNECT: IMPACTFUL PRESENTATIONS

During this session, you will work with a theatre director to develop your performative presentation skills, applying similar techniques to those used in a theatre rehearsal process, considering structure and how to present your content to an audience in a compelling way. This session focuses on crafting your message and compelling delivery whilst identifying, then understanding and meeting your audience needs.

This workshop is designed as a progression for those who have participated in Mortal Fools Communication workshop and want to develop their skills further to help with increasing personal impact during formal presentations, pitches, speaking engagements or client and colleague meetings. It can also be delivered as stand-alone session if preferred to prepare for a specific presentation or pitch!

This workshop is ideal for:

- People presenting, pitching or public speaking
- People running, hosting or facilitating meetings
- People in leadership positions
- People lacking confidence and impact when delivering communication messages.

This workshop covers:

- Effective and impactful use of body language and voice
- Rehearsal techniques
- Practical tips to manage fear and quieting the negative voice in your head
- Successfully owning and using space and visual aids
- Practising presenting on stage in front an audience
- Personalised feedback and coaching from Mortal Fools.

DURATION: FULL DAY

CONNECT: INCREASING EMOTIONAL RESILIENCE

During this half day session, you will learn how to identify your own stress responses and triggers and how to utilise practical tools to manage and reduce the chemicals induced by stress and fast paced modern living. You will have a go at putting into practice techniques used by actors for preparation and managing stage fright.

This workshop also explores ways to create and maintain a low stress workplace environment and organisational culture. By building resilience into the challenges of everyday work and life, we can also boost motivation, creativity and productivity in the workplace.

This workshop is ideal for:

- People wanting to understand more about stress and its effects
- People wanting to learn new ways to become more resilient
- People wanting to support others to become more resilient
- People leading teams or organisations and wanting to integrate resilience into your culture.

This workshop covers:

- Understanding the physical and chemical effect of the stress response on body and mind
- Build an understanding of fundamental human needs
- Dealing with uncertainty and lack of control
- Common pitfalls and ways to avoid them
- Practical ways to boost personal and team resilience
- Fostering a workplace environment that boosts well-being.

DURATION: HALF/FULL DAY

Quality delivery and many lessons learned for implementation.

Participant, Newcastle University

The session made me think about stance, breathing, diction, eye contact, interaction and content of my presentation.

Participant, Ryder Architecture

Good balance between reflective activities and learning new approaches for stress management and keeping balance.

Participant, Northern Stage



CONNECT: TEAM DEVELOPMENT

Our Team Development sessions are designed bespoke in response to your needs. They offer time out of the office to work on issues you are facing with the support of our creative facilitators to lead facilitated discussions and creative activities to illicit responses on specific topics or themes. This session can be used to support change processes, to consider and reframe challenges in new, practical ways or as a team-building day.

DURATION: HALF/FULL DAY

CONNECT: THROUGH 1-2-1 PERSONAL COACHING

Our 1-2-1 sessions are personalised support for individuals to work on specific areas of personal and professional skills development with support from one of our creative practitioners. They offer a deeper level of investment in skills development, a safe environment to explore, grow and evolve which is wholly tailored for an individual's needs and interests.

1-2-1 sessions can be a direct follow-on from our group workshops, ad hoc/one offs or form part of a longer bespoke professional development plan.

DURATION: 1 HOUR PER SESSION

CONNECT: BESPOKE TO YOU

In addition to the training subject options listed, we can also combine elements or design a workshop to meet your organisation's requirements. This includes shorter "taster" versions of sessions for your away day, conference or event. Get in touch to find out more.

It was nice to be in a group discussing a matter that at times I can feel quite alone with.

Participant, Ryder Architecture

I felt that the space was held so I felt I could express myself in the way I wanted.

Participant, Ryder Architecture

A fun and informative way to bond with other members of the MBA cohort.

Participant, Northumbria University

Excellent trainer, excellent discussions, no response was wrong which gave confidence to discuss.

Participant, Ryder Architecture

I just did the CONNECT workshop and it was brilliant. Really useful, practical tips, that will help me take my work online. Thank you, your facilitators were awesome!

Participant, Freelance Artist



PROFESSIONAL DEVELOPMENT TRAINING WITH A CONSCIENCE

By taking part in one of our workshops, or buying in our CONNECT training for your organisation, not only will you be receiving high-quality, specialised training from an experienced and knowledgeable team, but you will also be supporting Mortal Fools' work with children and young people across the North-East.

Mortal Fools is a registered charity. Our CONNECT training programme income is used to subsidise our work with children and young people. This includes using drama and theatre to support the skills development, group working and well-being of some highly vulnerable and isolated young people.



CONNECT WITH MORTAL FOOLS

If you'd like to find out more about Mortal Fools' CONNECT training offer or to chat about your personal or organisational training needs, email: Rachel.Horton@mortalfools.org.uk

To find out more about Mortal Fools' work, visit www.mortalfools.org.uk and connect with us on our social media platforms [@mortalfoolsUK](https://www.instagram.com/mortalfoolsUK)



Follow us on:



@mortalfoolsUK

Good variety of techniques, very engaging conversations, fun, easy to participate... I did things I never thought I'd do!

Participant, Ryder Architecture

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to book email:
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