

"I knew information and networks were important;  
but I didn't realize that they make or break  
careers, projects and companies. Alien Contact  
is all to real to me."

## Alien Contact



Participants in Alien Contact have the opportunity to gain valuable insights into the link between results and relationships. Whether struggling with how to become closer to customers, suppliers or internal cross-functional teams, participants quickly and dramatically understand that they cannot take advantage of opportunities until they focus on relationships. The experience imparts powerful lessons for building a deeper understanding of others and for creating support for individual, team and corporate success. Participants begin to see patterns within their own business and social networks that may be limiting their effectiveness. They develop plans to maximize the depth and breadth of these networks for the benefit of their organizations and for their own careers. Alien Contact brings to life the very real value of creating and maintaining relationships.

Participants begin the experience alone. Some will link up with others, sharing information, forming packs and expanding their connections. Other participants may be thwarted by missed opportunities. How do leaders leverage their network of contacts in order to resolve key challenges in the organization? What skills are required in order to be a "connector" of people? Why do some people always seem to be getting just the right information at the right time? Why do some benefit from preferential treatment and not others? It just isn't fair, is it?

### LEARNING OUTCOMES

Alien Contact provides a vibrant and energizing learning experience. Key learning outcomes are:

- Understanding the link between people and results
- Realizing the need to deepen relationships
- Developing the ability to find, access and leverage information quickly and effectively
- Cultivating and maintaining a rich network of relationships
- Being able to communicate effectively
- Recognizing barriers that interfere with developing networks

We work on six continents, in 20 countries, in ten languages. If we can help, contact us today: