



Leading as Landscape  
Architects



## Building Communication & Business Relationship Skills

This program will provide the skills that landscape architects need to lead projects and design teams more effectively. Participants will grow in self-confidence, gaining the tools to expand their role on projects beyond design consulting. Throughout the program, we will teach foundational techniques that provide new self-awareness and new knowledge of leadership principles. Our goal is to help participants develop leadership, communication, and relationship-building skills to be more confident in all aspects of their careers.

### Why Participate?

Educational institutions prepare landscape architects to fulfill the desire for a sustainable environment that enhances society's quality of life. While that education provides immense professional value, it is only part of the equation for a productive and collaborative working environment with colleagues in other industries. Today the art of leadership, communication and diplomacy are more crucial than ever in enhancing landscape architecture's prominence as a profession and enabling landscape architects to guide collaborative efforts to improve the global environment.

### Program Details

Sessions: 10, 1.5-hour sessions  
Credit: 10 LA CES received for course completion  
Start Date: March 7, 2023  
End Date: May 9, 2023  
Schedule: Tuesdays at 9:00 AM for 10 weeks  
Location: Virtual, via Zoom  
Price: \$900 per participant  
Facilitator: Mike Nally, Founder & CEO of Nally Ventures

**REGISTER HERE:**  
[www.NallyVenturesLeadership.com/asla-va-training-2](http://www.NallyVenturesLeadership.com/asla-va-training-2)

Registration will end on  
March 3, 2023

### Our Approach

Our programs incorporate a variety of techniques to maximize participant engagement. We use group-led discussions, Socratic methods, instructional videos and role-playing throughout our training. We promote collaboration among learners by integrating real-life workplace challenges and problems. Program engagement is not limited in the virtual setting. To do this we leverage breakout rooms, screen sharing, the chat box and more! Register today to gain new skills and build new relationships with others in your field!

***"My top three takeaways from this program are: better self-awareness, better listening skills, and the ability to read others' temperaments better. This was a great program and extremely valuable!"***

- Program Participant, ASLA-VA Member

## Program Topics

- **Foundations of Emotional Intelligence**
  - Evaluate the model of emotional intelligence as described by Daniel Goleman.
  - Learn how to boost emotional intelligence in order to be a more effective leader, manager, and team member.
  - Lay the foundation for building strong relationships in the workplace.
- **Identifying Communication Breakdowns**
  - Understand the harmful effects of ineffective communication.
  - Examine the three common causes of communication breakdowns.
  - Learn how to identify breakdowns when they occur in order to be a communication catalyst.
- **Creating Mindful Connections**
  - Examine the five key considerations used to effectively prepare for a conversation.
  - Understand the difference between giving out information and getting through to someone with the 4Cs.
  - Master winning techniques to spark successful & positive communications
- **Understanding Temperament & Leadership Styles**
  - Understand the different types of temperaments and leadership styles as described by Keirse.
  - Examine the different temperament preferences and styles.
  - Understand the strengths of each temperament and the benefits of cognitive diversity.
- **Speaking Someone Else's Temperament Language**
  - Identify how your own temperament influences your thinking, communication and leadership style.
  - Learn the best approach for communicating with each temperament.
  - Create a script for communicating more effectively with different temperaments.
- **Reframe Your Thinking ("Filters")**
  - Identify how perceptions, i.e., 'filters,' influence thinking and actions.
  - Examine how filters affect leadership style and how you relate to others.
  - Learn a proven process to question and reframe thinking.
- **Leading a Presentation or Meeting**
  - Research your audience to better tailor to their needs when speaking.
  - Implement best practices for structuring, rehearsing, and refining your presentation.
  - Develop clear objectives to deliver an effective presentation.
  - Communicate with clarity, confidence, and enthusiasm to hold the audience's interest and conclude strongly.
- **Role-Play (not all participants required)**
  - Put your communication and preparation learnings into practice.
  - Effectively engage in a "Real-Play."
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- **Leadership & Communication Action Plan**
  - Review of key concepts.
  - Participants identify top program takeaways and share their commitment to continuous improvement of personal and organizational communication.

***"After the training, we changed the way we communicate as a team and use a more tailored approach depending on the topic of the meeting or the environment—if it is in-person or over a video call. Also, day-to-day conversations have improved based on my new understanding of the different temperaments."***

- Stephen T., Project Manager, VHB

## About Us

Established in 2003, Nally Ventures is an entrepreneurial company founded by Mike Nally, a real estate developer and proven leadership coach. We are a results-oriented business committed to providing solutions in order to take organizations and projects to the next level. We provide an array of services that transform executives into world-class leaders, produce a new generation of highly effective managers and team members, and navigate the maze of real estate development. At Nally Ventures, we take tremendous pride in being a team our clients can trust, respect and rely on to foster new growth for their businesses.

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