



# ADVANCED FACILITATION SKILLS

## TAKE YOUR FACILITATION SKILLS BEYOND THE BASICS!

Ready to take your facilitation skills to the next level? In this exciting course, learn new techniques, receive expert feedback, and get more practice, practice, practice!

### WHY IT WORKS

This course is designed to help you take your facilitation skills to the next level. We help you identify your facilitation skill level and isolate the areas for focus during the course. We then give you substantial opportunities for need-specific practice, where you are able to facilitate and incorporate feedback during intensive practice sessions. Whether you are looking to enhance your probing skills, obtain better control of discussions, explore techniques for engaging participants, develop confidence in handling disagreements, or maximize interactions, this course ensures that you move to the next level in facilitation!

### LEARN HOW TO

Building upon the principles and techniques acquired in *The Effective Facilitator* course, you'll enhance your ability to: create a vision that motivates people to action, engage groups in developing solutions, and generate ownership that leads to results. With four intense exercises and immediate instructor feedback, this course helps you hone your facilitation skills and abilities.

Key topics include:

- The three distinct levels of facilitator development
- Using the DISC model to learn how to read and adapt to your participants' communication styles
- Advanced questioning techniques — drilling down, funneling, “ssring”

- “Facilitating on the fly” — running a session when you have little time to prepare
- Selling facilitation services — best practices for increasing your facilitation opportunities

### IDEAL FOR

**Veteran facilitators or individuals in leadership roles who have previously taken *The Effective Facilitator***

### DURATION

Three Days

### OBJECTIVES

Advance your facilitation knowledge by learning the following:

- The three facilitation levels
- Advanced questioning techniques
- Facilitating on the fly
- Selling facilitation services
- New facilitation guides
- Four practice and feedback sessions
- *Special Feature!* Learn how to use the DISC model to understand the four major communication styles, plan sessions to be inclusive of all styles, and recognize and adapt to the various styles during your sessions.

## AGENDA

### DAY 1

- Getting Started
- The Level Three Facilitator
- **Exercise 1 – Baseline Skills**
- Reading Participants – DISC
- Review & Assign Homework

### DAY 2

- Facilitating on the Fly
- **Exercise 2 – Facilitating on the Fly**
- Engagement Strategies
- **Exercise 3 – Using Engagement Strategies**
- Review

### DAY 3

- Probing Skills
- Best Practices
- **Exercise 4 – Facilitator’s Choice**
- Action Planning
- Review & Close