

# Philosophia



## Lesson plans

Lesson title	Objectives
1. Understanding global mind-set	Understanding the difference Japan and other western countries perspectives
2. Crafting your idea quickly	Organize your thoughts and respond quickly
3. PREP	Craft the message and opinions
4. Formal vs Informal	Practice formal vs informal style
5. Assertive communication	Convey the message assertively
6. Intervention and control Conversation	Bring the control back to yourself in conversation
7. Presentation	Practice the skills in the presentation
8. Clarify the role and Responsibility	Clarify your roles and responsibilities to explain and lead others
9. Handling objections Part1	Handle objections and different opinions.
10. Handling objections Part2	Handle objections and build a better relationship
11. Facilitation 1	Facilitate the meeting
12. Facilitation 2	Get the opinions from the Participants
13. Coaching others Part1	Coaching others to increase team member's productivity
14. Be coachable	Receive coaching from the direct reports and peers
15. Persuasion with data	Persuade others with data
16. Persuade with assertive Attitude	Persuade others with the right attitude
17. Storytelling Part-1	Craft your story to impact others
18. Storytelling Part-2	Craft your story to impact others
19. Negotiation	Plan and Practice negotiation
20. Presentation	Presenting everything you learned

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Self-study Assignment (would be changed)

1. Networking event introduction

Practising opening the conversation without hesitation.

2. Read the articles and craft your opinion with PREP structure.

3. Complete the LinkedIn Profile to attract the head hunters

4. Have an interview session to have the offer letter from another company

5. Persuade the executives to change his mind (Roleplay session between lessons)

6. Write about your progress and learning in English on SNS or blog (with an alias)

7. Recitation some part of well-known speech.

8. Teach back sessions to the instructor or assistant instructor.

9. Listen to your lessons and improve your enunciation, pronunciation and stressed words in the sentences.

10. Practising the signpost or transition phrases to stall time.

11. Others.

The participants have to submit the completion of the assignment.