

COMMUNICATION  
LEADERSHIP  
MASTERING STRESS  
PERSONAL STRENGTHS  
SPEAKING POWER



# DROP THE ACT

A NORTHERN STAGE / MORTAL FOOLS COLLABORATION

SKILLS WORKSHOPS FOR BUILDING  
CONFIDENCE AND AUTHENTICITY



“This workshop was brilliant... I have  
already recommended it to colleagues  
and friends.”

PARTICIPANT, BOND DICKINSON



We believe that everyone has significant abilities which are often locked inside them.

Northern Stage, one of the UK's leading producing theatres, has teamed up with Mortal Fools, a creative learning company, to present **DROP THE ACT**, a programme of skills workshops designed to tap into what's great about you and build your confidence and practical skills.

Our practice is rooted in the arts and we use many techniques from the creative sector. Our workshops will make you feel, think and build practical skills through doing, and support both professional and personal development.

There is almost no desk-based learning in our workshops – we hope it will be unlike any training you have done before.

Whether you're looking to develop your leadership skills, communicate more engagingly, or manage your stress better, we help you build practices that work for you.

We focus on creating environments that are genuinely supportive and accessible, where everyone feels valued as an individual, and is able to contribute. All workshops are suitable for corporate groups or individuals.



“The workshop really took me outside my comfort zone... I found it to be an enjoyable and challenging experience.”

PARTICIPANT, NORTHUMBRIAN WATER



## WHY 'DROP THE ACT'?

We call our programme 'DROP THE ACT' because we know too often each of us feels the pressure to pretend to be something we're not. Opening up a gap between how we are and how we try to appear carries real risk. We believe that there are different ways of being good at things, but that authenticity is always the key.

### KEY DETAILS AT A GLANCE

#### WORKSHOP DURATION

One day, 9:15am to 5:00pm.  
Registration, tea & coffee from 9:15am. Workshops commence at 9:30am

#### MAXIMUM CAPACITY

16 participants

#### VENUE

Northern Stage, Barras Bridge, Newcastle Upon Tyne, NE1 7RH  
or In-House workshops by arrangement at your organisation's premises

#### RATE

£255+VAT per participant per workshop. One day workshop includes lunch and refreshments during day.

#### HALF-DAY SPEAKING POWER WORKSHOP

£150+VAT per participant. Morning or afternoon as per published date and times. Other details as above.



# COMMUNICATION

## ENGAGING HEARTS AND MINDS

**It's easy to think communication is straight-forward. It isn't, because communication occurs on multiple levels at once – physical, verbal and psychological. Engaging with others is complex and to do it well requires skill and practice.**

This workshop is designed for people who need to communicate effectively with a range of people on a daily basis, from large audiences to small groups to 1-2-1s.

By developing your understanding of how interpersonal dynamics work – the multiple levels of communication – we help you learn how to connect with your audience, tailor your message and delivery to suit different people, and manage your body, mind and emotions in the process.

**“Excellent facilitators!  
Created a relaxed  
atmosphere and geared  
everything to the individual.”**

PARTICIPANT, NEWCASTLE UNIVERSITY

### THIS WORKSHOP INCLUDES:

- ★ **Stepping into the scary space – how to make coming out of your comfort zone a positive experience**
- ★ **Speaking – how to use your voice to connect with others**
- ★ **Body language – how to use your body language to connect with others**
- ★ **Being spontaneous – learning to speak ‘off the cuff’**
- ★ **Effective listening – learning when not to speak**
- ★ **Building resilience – how to quiet the negative voice in your head when things don't go to plan**

### DROP THE ACT – PRACTICAL BENEFITS

**Our workshops are designed to help you:**

- ★ Build confidence in your own abilities
- ★ Learn how to use your unique strengths better
- ★ Boost personal performance
- ★ Deepen your self-understanding
- ★ Cope with nerves, moving out of your personal comfort zone
- ★ Realise your potential





# LEADERSHIP

## BUILDING THE SPACE, SHARING THE SPOTLIGHT

**Many organisations mistake management for leadership. Management is about tasks; leadership is about people. To be a great leader, you have to understand and nurture people, and empower groups to achieve more than the individuals would achieve alone.**

A leader, therefore, has to be a people artist: able to listen, engage, understand, empathise, communicate and generate trust. Leadership requires honesty, integrity, vision, and courage.

This workshop is designed for leaders who want to inspire and mobilise others through deepening their understanding of the nature of human beings. By focusing on what people are fundamentally like, we help you develop skills to engage and motivate others.

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**“The environment was fun and encouraging. I will take away a new confidence and self-empowerment.”**

PARTICIPANT, RYDER ARCHITECTURE

### THIS WORKSHOP INCLUDES:

- ★ ‘Creating the space’ to empower others
- ★ Your own leadership style and how to make the most of your strengths
- ★ ‘The Rider and the Elephant’ – the two sides of human beings
- ★ How to build trust with individuals and groups
- ★ Strategies for influencing others and changing behaviours

### ABOUT NORTHERN STAGE

Northern Stage creates and presents stylish, imaginative and accessible theatrical experiences of international quality and ambition.

From our home in Newcastle upon Tyne we create and present a programme of classic and contemporary drama, dance and comedy. We take a considerable strategic and developmental responsibility for artists and companies from within our region and strive to be at the forefront of re-imagining the possibilities of what a 21st century regional producing theatre can be.





# MASTERING STRESS

SIMPLE APPROACHES FOR EVERYDAY LIFE

**Stress touches us all. It damages motivation, creativity and productivity by causing physical pain, interfering with our sleep – essentially wearing down our body and brain. If left unchecked, stress can damage our long-term mental health and wellbeing.**

But there are simple things we all can do when we're feeling overwhelmed and struggling to cope. And there are simple changes we can make at work and at home to lessen the impact that stress has on us.

This workshop is for people who want to understand and manage the impact of stress in personal and professional contexts. By focusing on the root causes and triggers of stress as well as the symptoms, we help you develop practical approaches to reducing stress and building low-stress environments.

**“Best training I have ever been on! I have already recommended to colleagues and friends.”**

PARTICIPANT, NEWCASTLE UNIVERSITY

## THIS WORKSHOP INCLUDES:

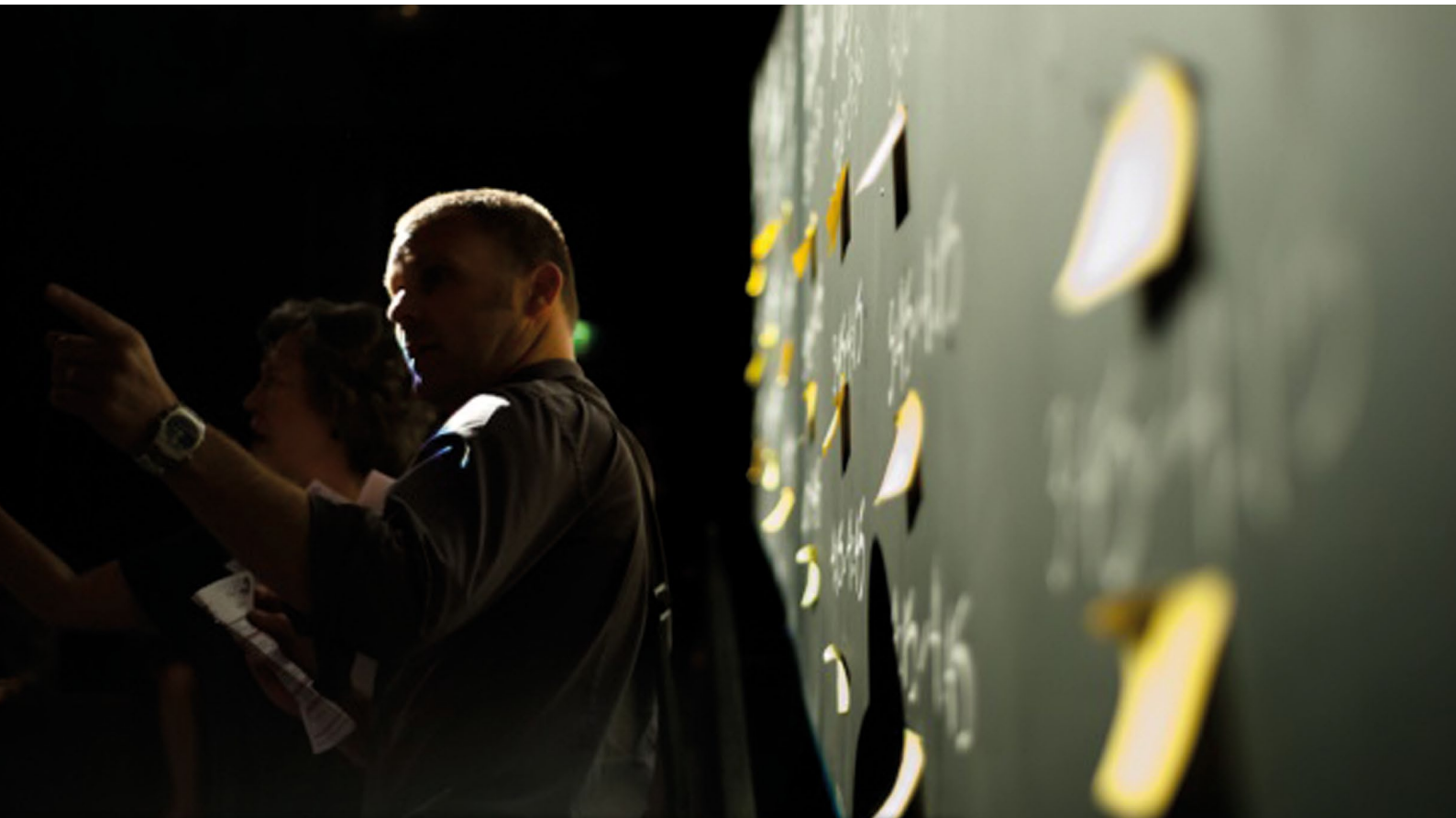
- ★ **Why we experience stress and we can't just choose to 'stress less'**
- ★ **Physical and chemical underpinnings of stress, and how to manage them**
- ★ **Practical techniques to tackle the symptoms of stress**
- ★ **Fundamental human needs, including the importance of empathy and peer support**
- ★ **Stress within organisations – and how to reduce it**

## ABOUT MORTAL FOOLS

**Mortal Fools is a creative learning company based in the North East of England working with beneficiaries and partners across the community.**

We create programmes of practical workshops and projects which utilise approaches and research from the arts, psychology, ethics and social sciences to support people of all ages to build their confidence, resilience and skills. All income from our corporate training is reinvested into our company to help support our work with young people in the region.





# PERSONAL STRENGTHS

WHAT YOU'RE GOOD AT, ENERGISED BY, AND LOVE DOING

**People are different, and these differences are both important and useful. We all have unique strengths that we can bring to any activity.**

Research shows that being able to use our character strengths promotes greater levels of motivation and productivity, and greater overall fulfilment. Understanding your personal strengths increases self-belief and helps you to get the best from yourself, by tailoring your approach to utilise your strengths.

This workshop is designed for people who want to build their self-understanding, and to learn how to use their strengths more effectively.

This workshop may also help managers who want to understand individual differences and learn how to make use of such differences more effectively.

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**“Fantastic, I learnt so much and in a fun environment with great facilitators. Thank you.”**

PARTICIPANT, NEWCASTLEGATESHEAD INITIATIVE

## THIS WORKSHOP INCLUDES:

- ★ **Your personal strengths profile**
- ★ **Blockages to strengths and ‘personal strength traps’**
- ★ **The differences between intrinsic and extrinsic motivation**
- ★ **How to apply strengths to scenarios**
- ★ **Personal strategies for how to use your strengths effectively**

## ‘OPEN’, ‘IN-HOUSE’ AND ‘BESPOKE’ WORKSHOPS

As well as our programme of ‘Open’ skills workshop dates throughout the year which you can book onto, organisations can book an ‘In-House’ skills workshop for a staff group at Northern Stage or your organisation’s premises.

If our existing workshops don’t quite fit your needs, we can combine elements of the existing workshops or design a ‘Bespoke’ workshop to meet your organisation’s requirements.





# SPEAKING POWER

## FINDING YOUR VOICE (HALF DAY)

**Our voice is a fundamental part of how we communicate to others and connect with the outside world.**

Over time, many of us develop bad vocal habits which compromise our ability to use our voice to its full potential. If we're not confident in using our vocal equipment, we lose the impact our voice can have.

This workshop is for people who wish to learn to use their voice more effectively, especially those who use their voice regularly in their work – teachers, lecturers, public speakers, presenters.

By focusing on the parts of the body that create voice, we help you learn how to look after your voice and how to get the most from it.

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**“I came away with lots of top tips and simple but very effective ways to improve presentations.”**

PARTICIPANT, NATWEST

### THIS WORKSHOP INCLUDES:

- ★ **Building your understanding of how your vocal equipment works**
- ★ **How to remove restrictive physical tension**
- ★ **Use of breath to reduce vocal strain and calm nerves**
- ★ **How to modulate the voice to interest, influence and inspire**
- ★ **Warm-up techniques to prevent damage**

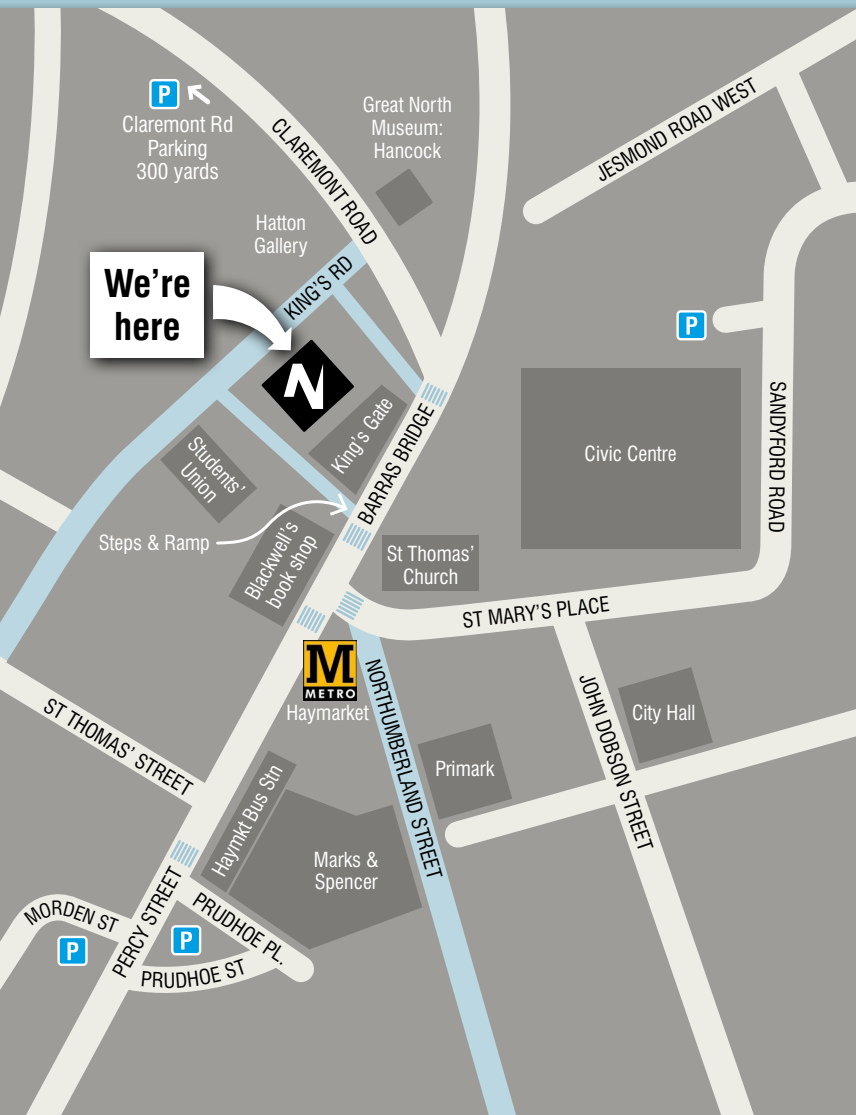
### RECOMMENDATION SCHEME

Recommend any of our Drop the Act workshops to a colleague or organisation who subsequently books and both you and they will receive a 10% discount on your next skills workshop booking. This applies to Open, In-House and Bespoke workshops.



## Our skills workshop clients have included:

- AV Festival
- BALTIC Centre for Contemporary Art
- Bond Dickinson
- Eversheds
- Lloyds TSB Bank
- NewcastleGateshead Initiative
- Newcastle University
- NatWest
- Northumbrian Water
- Northumbria University
- Port of Tyne
- Ryder Architecture
- Sintons
- Tyneside Cinema
- UBS
- UNW LLP
- Virgin Money
- Ward Hadaway



To book your skills workshop or for a further discussion please contact:

**JONATHAN BAILEY**  
SKILLS WORKSHOPS COORDINATOR

T 0191 242 7204  
E JBAILEY@NORTHERNSTAGE.CO.UK

**Northern Stage**  
**Barras Bridge**  
**Newcastle upon Tyne**  
**NE1 7RH**

Two minutes walk from Haymarket Metro, opposite the Civic Centre, behind the Newcastle University building (King's Gate). King's Road is now pedestrianised.



[WWW.NORTHERNSTAGE.CO.UK](http://WWW.NORTHERNSTAGE.CO.UK)  
[WWW.MORTALFOOLS.ORG.UK](http://WWW.MORTALFOOLS.ORG.UK)

