

Oscar Trimboli



'We spend 55% of our day listening and yet only 2% of people have any formal listening training'

What's not listening costing you?



"Oscar applied his craft well in the pre-delivery engagement, and was able to understand our business, the audience needs and our overall objectives, so that he could effectively incorporate this into the session."

Michael Stelzer
Vice President

VERINT

"Oscar explained listening "blindspots" and how important it is to truly listen. Something that is critical to a great workplace. I recommend Oscar for any organisation wanting great insight into the art of listening to improve engagement."

Nicki Luther
Senior HR Business Partner

stryker

You are in good company

AstraZeneca

CeBIT

Deloitte.

EduTECH

GREAT PLACE TO WORK

accelerate
Marketing & Events Australia

Microsoft

RSA

stryker

TAL

Telstra

VERINT

Keynote presentations

Deep Listening

Impact beyond words

Audience takeaways

- Listening to the other person is the wrong place to start
- The 4 derailers to listening types
- 5 levels of listening

Unsaid

The Risk of Not Listening

- How to listen to what's **unsaid**
- 5 levels of listening
- Skillfully surface the undiscussable topics in a group

The 125/400 Rule

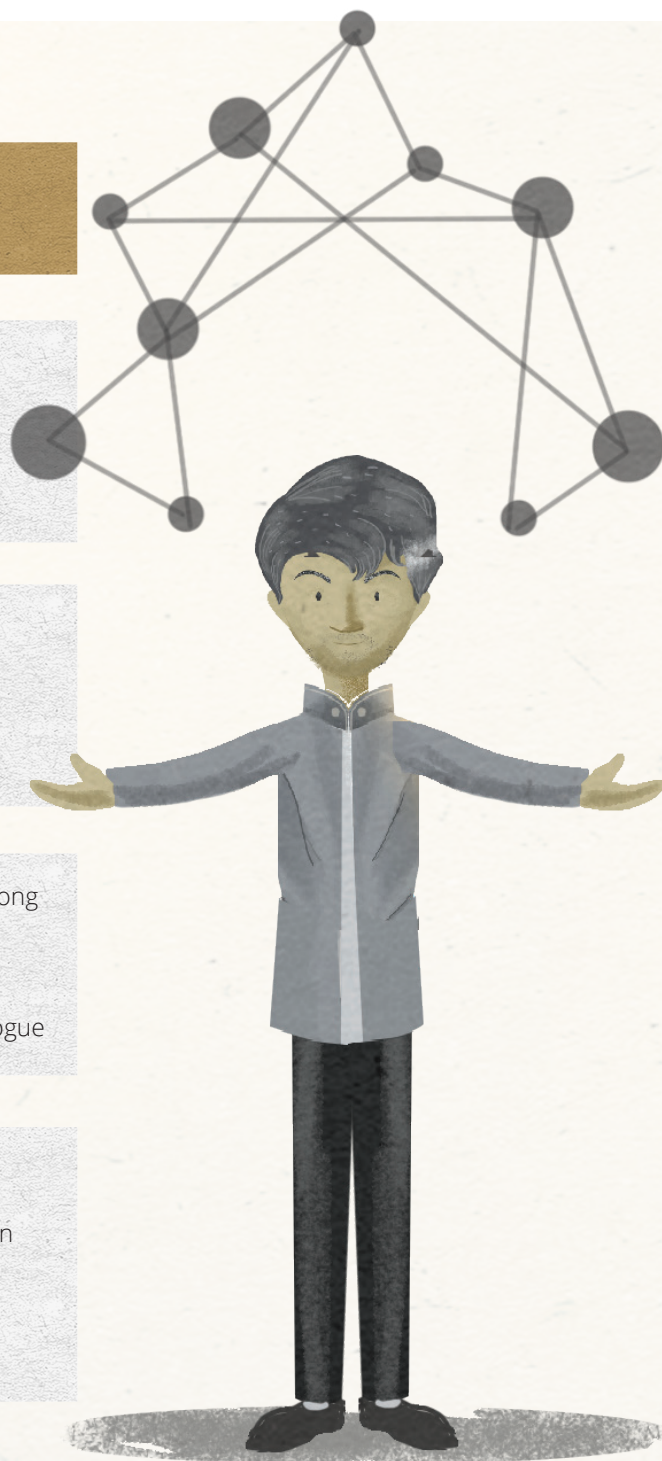
The art and science of listening

- Listening to the other person is the wrong place to start
- The maths and science of listening
- Exploring context and meaning in dialogue

The Brief

How to listen to your clients and prospects

- The cost of not listening to the brief
- 5 common mistakes people make when taking a brief
- Uncovering the rational and emotional motivations



"Oscar gave both an entertaining and insightful talk at AstraZeneca in May. He challenged us to think more deeply on how the power of really listening to those we work with helps to cut through our busy world."

Susan Thomas
Quality Product Release Manager



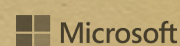
"I was fortunate to hear Oscar's presentation on Deep Listening at Intranets2017. From the beautiful graphics to the insights I'd never encountered before, I loved every minute."

Mirelle Walker
Global Principal Communications



"In a fast paced world where our attention span is constantly lessening, Oscar, shared valuable insight and useful tools to be really present and go deeper in conversation so that the people we engage with won't just be listened to – but be really heard. I could not look away from the moment he started speaking."

Michelle Sanford
Director Technology Evangelist





Oscar Trimboli is an **executive coach supervisor, speaker** and **author** of Deep Listening: Impact beyond words, and Breakthroughs: How to confront your assumptions.

Through his work with chairs, boards of directors and executive teams in local, regional and global organisations, Oscar has experienced firsthand the transformational impact leaders and

organisations can have when they listen beyond the words.

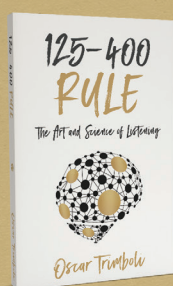
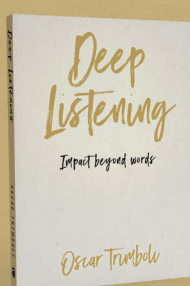
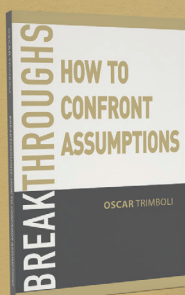
He is passionate about using the gift of listening to bring positive change in workplaces and the world.

Oscar lives in Sydney with his wife Jennie, where he helps first-time runners and ocean swimmers conquer their fears and contributes to the cure for cancer as part of Can Too, a cancer research charity.



Listen to the Deep Listening Podcast

oscartrimboli.com/podcasts



+61 410340185

oscar@oscartrimboli.com

Level 13, 333 George Street
Sydney, NSW, 2000, Australia

oscartrimboli.com/speaks



oscartrimboli.com/facebook



oscartrimboli.com/linkedin



oscartrimboli.com/twitter
#listening