

**DIALOGUE  
IN THE  
DARK™**



#morethansight



**CORPORATE WORKSHOP  
PROGRAMS  
2017-18**



**CHALLENGE  
DARKNESS**



**DISMANTLE  
CONVENTION**



**CREATE LASTING  
IMPACT**

[dialogueinthedark.com.au](http://dialogueinthedark.com.au)

# ARE YOU READY TO CHALLENGE DARKNESS?

**“The only way to learn is by encounter”**

**Martin Buber, philosopher**

**The best way to discover and nurture the untapped potential of any individual lies outside the usual routine.**

The Dialogue in the Dark™ workshop is a half-day workshop comprising of individual and team activities conducted in complete darkness, delivered by trainers who are blind. Workshops include a wide range of exercises in darkness, where participants face unpredictable situations similar to many business landscapes. Individuals are confronted with themselves, others, and most importantly, the unknown.

Darkness accelerates, amplifies and anchors learning processes. Even the temporary loss of one key sense will display a person's emotional intelligence and

social competence, as these are the abilities that spring into action and are quickly enhanced. Program facilitators are blind or have low vision, and are experts in non-visual perception, creating an atmosphere of authenticity, empathy and openness.

With no visual cues to deceive, distract or distort, participants realise the importance of effective communication. Participants discover how their other senses adjust to exceptional situations, making them more perceptual.

Dialogue in the Dark™ gives more people the chance to challenge their own limits, overcome boundaries, and discover hidden potential.

**Dialogue in the Dark™ Melbourne is a social enterprise partnered with Guide Dogs Australia, and provides more than 20 people who are blind or who have low vision with employment, training and development opportunities.**

All revenues from Dialogue in the Dark™ are re-invested into Dialogue's continuing operation.

Dialogue in the Dark™ workshops have been designed by Dialogue Social Enterprise™, who have been operating globally for more than 25 years, delivering business expertise and excellence on a global scale.

Delivered in conjunction with a worldwide network of partners and experts from both the corporate and academic sectors, Dialogue Social Enterprise's Dialogue in the Dark™ workshops have been delivered with strategic partners such as the World Economic Forum, and to blue chip companies across the globe.

## ...> ABOUT THE WORKSHOP

### Dismantle Convention

**Dialogue in the Dark™ workshops widen the scope of professional development, as participants are transformed by the intense experience, to raise the bar on their own performance.**

Learning through confusion and a radical change of our 'normal' context marks the difference of learning in the dark. Participants will have to dare, to share and to care, and will work out strategies to solve common tasks together. Communication and cooperation are essential tools for success.

The creative training activities are specially designed to challenge participants in thoughts and action. Removing individuals and teams from their familiar surroundings, the workshops stretch participants' limits in cooperation, leadership and trust.

### Topics include

#### COMMUNICATION

- Active listening skills
- Credibility
- Confidence
- Presentation
- Concentration
- Empathy
- Respect

#### LEADERSHIP

- Empowerment
- Trust
- Communication
- Thinking outside the box
- Acting beyond routines
- Empathy
- Creativity
- Endurance, resilience
- Stress management
- Time management
- Resource management.

#### TEAM BUILDING

- Improvement of cooperation
- Enhancement of effectiveness
- Taking responsibility
- Promotion of key skills
- Supporting others
- Improvement of motivation
- Creation of team spirit

#### DIVERSITY

- Recognition of potential
- Openness towards otherness
- Respect for cultural differences
- Identity building
- Social framing and cohesion
- Human values and ethics
- Overcoming exclusion and avoidance

The value structure we create is strong, and sustainable, helping to define a new perspective, and strengthen the bond between co-workers in order to empower the human and social capital within organisations.

### Training format

#### A DIALOGUE IN THE DARK™ WORKSHOP IS COMPRISED OF THREE PARTS

##### 1. Introduction (5–15 minutes)

Participants are equipped with white canes and basic rules for maneuvering in the dark. They slowly enter the dark space.

##### 2. In the dark (1.5–2 hours)

After becoming familiar with this completely new environment, participants are led through different tasks and exercises by their facilitator. The precise choice of exercises depends on the workshop objectives.

##### 3. After the dark (1.5 hours)

Participants are escorted out of the darkness, and discover the results of the exercises as they reflect on their impressions, consider coping mechanisms and transfer learnings into their corporate framework and personal situation.

## ...> CREATE LASTING IMPACT

*“In the end, a person is only known by the impact they have on others.”*

Jim Stovall, author

### Research\* of participants of Dialogue in the Dark™ workshops shows:

- 95% of participants would recommend, or had already recommended the workshop to somebody else.
- 82% appreciated the value and importance of cooperation and collaboration with trust and empathy at the core.
- 76% of participants found themselves collaborating with others to come to a solution, rather than coping by themselves.
- 74% of participants have applied what they learned in the workshops into their real work environment.
- 43% of Dialogue in the Dark™ participants were inspired to enhance their way of interacting with others, and to pursue a more cooperative and collaborative approach.
- More than half were impressed with experiencing their own limits and abilities that unfold in an unknown environment.

\* Dialogue Social Enterprise Social Impact study 2009, including 300 questionnaires and 20 interview

Our corporate workshops have been experienced in more than 20 countries around the globe by companies such as:



For bookings, please contact Dialogue in the Dark™

Phone 03 9854 4560 or email [dialogueinthedark@guidedogsvictoria.com.au](mailto:dialogueinthedark@guidedogsvictoria.com.au)  
[www.dialogueinthedark.com.au](http://www.dialogueinthedark.com.au)

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