



Enabling Peak States for Effective Communication

**Prepared By**  
Sumit Seth  
Forum India

# Agenda

- **Research – How do humans communicate – 10 minutes**
- **What causes ineffective communication – 5 minutes**
- **Being in a peak state and deliver effective communication – 30 minutes**
  - How our brain works when we communicate effectively.
  - Triggering peak states in our brain for effective communication.
  - Engineering effective communication.

## The biology behind ineffective communication

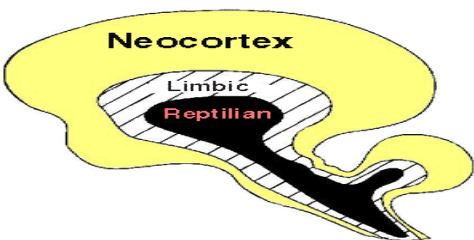
Lack of confidence (or under situation of stress), We operate from our Reptilian Brain making us only as resourceful (or rather un-resourceful) as a reptile  
This leads us to either flight or fight (be submissive /nervous or aggressive)



## The biology behind effective Communication

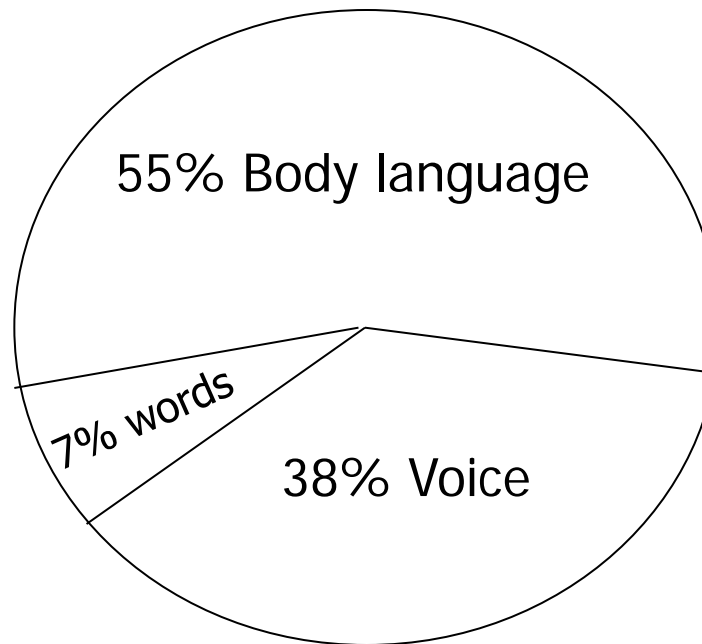
Optimal outcomes from communication is achieved when we operate from our most resourceful state using our logical brain (Neo Cortex) allowing us to be highly resourceful

This leads us to having a favorable impact, achieve optimal results and build our personal brand equities



# How do we communicate

## The Mehrabian Circle



**Be Congruent.**

## Ingredients of Peak States



3

1

Physiology

2

Focus

3

Language

three



# Thank You...

Would love to remain connected with you

Sumit Seth

[sumit.seth@forum.com](mailto:sumit.seth@forum.com)

9762007666

You can find me on Facebook and LinkedIn!

# Forum

Strategy. Accelerated.



[www.forum.com/blog](http://www.forum.com/blog)



@TheForumCorp



Join The Forum Corporation's LinkedIn Group



[Facebook.com/TheForumCorp](https://Facebook.com/TheForumCorp)



**Forum India:**  
Gurgaon  
Pune, Mumbai