

# SCIENCE OF PEOPLE

To whom it may concern,

Please allow me to provide a brief overview of Science of People's *People School*.

People School is a fully online interpersonal skills improvements program. It aims to help professionals improve their communication, work relationships and empathy to become higher performers at their place of work.

Thousands of students from companies big and small, such as Microsoft, Apple, the FDIC, US Air Force, McDonalds and Morgan Stanley have benefited from People School to date. In many cases, companies reimburse their employees for the tuition expense.

Science of People is able to supply a Certificate of Completion upon their fulfillment of the program, confirming their participation and competency. Our goal is for every People School participant to increase efficiency and add more value to their teams.

Please see attached for a quick overview of the skills they will learn in People School. Thank you for your time and attention to their desire to level up their skills.

Sincerely,

Vanessa Van Edwards  
Lead Investigator, Science of People

# THE 12 ADVANCED PEOPLE SKILLS IN PEOPLE SCHOOL

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## 1 THE CHARISMA FORMULA

The 2 basic dimensions you need to understand to be highly charismatic. The 4 basic aspects of interpersonal intelligence in the workplace, including sales, leadership, communication and management.

## 2 PRIME YOUR PERFORMANCE

How to get people to listen to your ideas and speak so you are heard. How to make your professional communication more impactful.

## 3 BECOME ENGAGING

Learn to see the invisible rules of engagement and how you can use them to build rapport with colleagues, clients and customers.

## 4 CAPTURE ATTENTION

How to start interesting conversations, keep them going, and pitch your ideas in a way that leaves people curious and excited.

## 5 HOW TO BUILD TRUST

Leverage the science of trust building in your first impressions, presentations and pitches.

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## HARNESS POWER

How to be taken seriously, interrupted less, and command authority and respect. How introverts who don't like speaking can still use their voice to command the respect of the room.

7

## LIKEABILITY BLUEPRINT

Being likeable is just as important as being competent in the workplace. But how can professionals do it in an authentic way? Learn the science of likeability.

8

## DECODE PEOPLE

Learn the 7 universal microexpressions and how to address them at work. How to speed-read anyone's intentions and interests so you can eliminate confusion, remove doubts, and connect more deeply.

9

## CONVERSATIONS AND RELATIONSHIPS

How to move beyond small talk to create powerful connections and never run out of things to say with co-workers, your boss and even clients. The power of not trying to impress people with a simple mental reframe.

10

## HOW TO ASSERT YOURSELF

How can you make sure you're asking for what you need and respecting what others are asking of you? Learn the social assertiveness framework.

11

## STRENGTHEN CONNECTIONS

Learn the five steps to perfect teamwork. Every team leader should know how to implement the science of teams.

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## INCREASE INFLUENCE

Ensure your message is received the way you intended, and learn to read how others are receiving your communication.