

How to Know Others & Communicate that's Influential & Right on Target



COMMUNICATION THAT'S ON TARGET & GETS WINNING RESULTS

"Your language in their world is noise." Learn how to recognize the communication and decision-making style of others to much more easily target your connection, leadership, and maximum influence. Learn how to easily choose the most appropriate language and approach to interact with anyone at any level or situation to achieve the influence and outcomes you desire. Don't wait to learn the hard way from conflict, tension, or silent rejection.

Effective and clear communication is essential to being heard, inspire confidence, contribute on teams, motivate customers, and help others solve problems. It's a powerful skill to be more influential when working with employees, supervisors, clients, customers and colleagues. It also reduces conflict, lowers stress and creates a significantly healthier environment.

This highly interactive program has been delivered to large and small corporations, the U.S. government and military. This course provides a significant strategic value to elevate employee performance and significantly enhance impact.

DURATION: Full day

**IN THIS CLASS
YOU WILL LEARN:**

- > How to recognize the core communication and decision-making styles of others.
- > Going further to adapt your communication that is right on target to achieve maximum influence.
- > How to speak persuasively and tailor your message for easier buy-in with anyone at any level.
- > Techniques of listening that improve your nonverbal skills.
- > How to use specific tools to effectively lead or work on diverse teams using a common language that reduces conflict, lowers stress, and builds a healthier culture.

This is a highly interactive training program which includes team activities and demonstrations. You will develop skills that are long-term and self-sustaining. You will improve performance in ways that maximizes professional and personal potential.

WHO CAN BENEFIT:

This program is appropriate for individuals, professionals, leaders, executives, and managers who want a unique, targeted, or competitive edge to improve communication and performance results; diffuse conflict, manage change, discover how to coach and bring out the best in yourself and others.

- Managers and executives who want to elevate leadership competence & be more influential.
- Employees who want to work more persuasively on teams, projects or with their supervisor.
- Technical support people who want to reduce cycle time and raise customer satisfaction.
- Sales people who want to rapidly target better outcomes with clients and customers.
- Organizations who want to reduce conflicts and create a healthier organization that is more adaptable to a rapidly changing way of running a business.

PREREQUISITE:

"Know Yourself and How to Manage the Blind Spots..." or have a working knowledge of the Enneagram and your own style prior to this class.

MATERIALS:

For each participant to keep:

1. Student workbook.
2. Communication's Sender -Receiver Distortions.
3. Communication styles matrix – a quick reference tool for daily use when interacting with others.

DUNS: 961904708
CAGE: 79FM6
VENDOR: 11526529



(see website for testimonials)



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