



Workshops, Coachings und
Assessments

+ SPECIALS

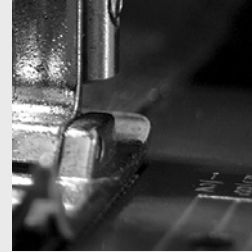
ANALYSIS

SALES

COMMUNICATION

LEADERSHIP

PERSONALITY



Straight Talk

**Successfully mastering
difficult talks**

Content

Conducting a talk is an art that demands craftsmanship, clear perception and a clear self-image.

Conducting talks in worst case situations:

Methodology of the 3-set strategy, acknowledging emotional parameters, leading confrontational talks, creating and asserting negotiational positions, tactics for success and ensuring position

Especially suitable for such talks as:

yearly staff appraisal, feedback, critiques, addressing the number of sick leaves

Advantages

- Successfully realise goals in difficult talks
- Improved standing in the company
- Personal increased effectiveness
- Acquire new communication strategies
- Increased self-confidence

Methods

Workshop or individual coaching, video analysis

Duration

2 days for 6-12 participants