

Advanced Communications Course

Purpose: To educate, enhance awareness of and build psychological skills used for understanding and influencing people. The ability to quickly develop rapport with individuals is a key selling tool. This is a skill that can be built based on a deeper understanding of how best to communicate with others. This workshop gives participants an insight into their own preference in communicating with others. Once understood participants then learn how to discover communication styles preferred by others.

Leadership requires willing followership. A powerful way to gain followership is to have the ability to establish instant rapport with others. Participants will practice this rapport building process through a new method of watching and listening to others. This workshop delivers two key advanced communication methodologies. One is based on a system using Neuro Linguistic Programming. The other is based on the FBI interviewing course using Face Reading. Both systems are utilized as advanced forms of communication skills development.

Expected Benefits:

As a result of successfully completing this course, participants will:

- Understand their own preferred communication style and how they use it when communicating to others.
- Understand how we utilize our representational systems to store and recall information that is important.
- Understand how to elicit someone else's preferred communication style without them knowing it.
- Practice instant rapport building methods to use when meeting others.
- Learn the key face reading techniques for gaining insights into others.
- Complete a profile on representational systems
- Participants will create a detailed development plan based on their unique style and key methods they will implement upon returning to the workplace.

Length: 1 day

Participants: 12

For more information contact Frank Prince

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