

PERSONAL POWER & PRESENCE

DOOR[®]
—TRAINING & CONSULTING—

PERSONAL POWER & PRESENCE

This invigorating training program helps you to become socially more aware, read social maps and respond to social situations powerfully and effectively. At the heart of any organization are the people who make business goals materialize. Therefore, mastering interpersonal skills is of utmost importance.

- Can you assert yourself?
- Do you read social signals?
- Do others respond to your leadership?
- What is the source of your personal power?

Effective communication is an acquired skill. The course's practical hands-on attitude will help you achieve your personal goal with noticeable outcomes. The training contains useful techniques and many helpful personal tips on how to improve workplace

communications and gain personal power. The training will open with identification of the participant's individual power sources, raising awareness and diagnosing the weak points that should be improved. We will then focus on reinforcing skills for self-presentation: non-verbal communication and body language. The course will also address improved interpersonal communication skills, such as assertiveness and influence without authority, and will provide tips for effective communication.

TARGET GROUP

This training is open to all employees who would like to improve their personal impact by being more positive, assertive and socially aware.

TOPICS

- Describe basic human behaviors and their verbal and non-verbal attributes
- Manage and control the negative emotions that undermine confidence
- Harness positive emotions to create personal energy and an influential behavioral style
- See yourself as others see you and discover how to drive and motivate others
- Respond more effectively to new situations through greater interpersonal skills

PERSONAL POWER & PRESENCE



PERSONAL POWER & PRESENCE

APPROACH

Highly interactive. Intensive practice, practical simulations, self-feedback and feedback from others, as well as definition of goals and personal vision, in order to provide relevant tools for participants in their day to day work routine.

DURATION

One day.

TRAINING OBJECTIVES

This training provides the learner with a range of tools and techniques to be more positive, improve confidence, and have a greater awareness of social situations. It also supports the learner's development of a personal brand to interact confidently and powerfully with others, considering the sources of personal power and impact.

By the end of this module learners will:

- Be able to identify strengths and weaknesses in self presentation skills and create action plans for improvement
- Acknowledge the effect of nonverbal communication on personal presence, and evoke awareness towards it
- Recognize another's body language
- Set goals and achieve them by applying a proactive attitude
- Apply effective interpersonal communication techniques
- Enhance useful communication skills
- Respond more effectively to new situations through greater interpersonal skills
- Apply effective interpersonal communication techniques
- Implement feedback received from self presentations
- Manage and control the negative emotions that undermine confidence
- Harness positive emotions to create personal energy and an influential behavioural style
- Characterize sources of personal power and influence
- Identify the boundaries of power and influence
- Impart tools for exerting influence "without authority" in the organization

DOOR TO THE FUTURE: FOLLOW UP COURSES

Various training courses from your personal DOOR development program.