

# Core Skills Programme Advanced Communication

## Course Outline

### **Introduction**

The workshop is for Sales professionals who want to excel at interpersonal interactions, developing their communication style to model excellence.

The workshop will include a balance of tutor presentation and participation from the delegates. Participation will include discussions, exercises and real play, some of which will be videoed to enable delegates to recognize their own style.

### **Objectives**

This workshop will be NLP based and the objectives are to enable delegates to:

- Excel at interpersonal interactions, developing your style to model excellence
- Better understand your own and other's preferred styles of communication and use this understanding to create high impact
- Create positive and collaborative interactions with others
- Create a balance of information gathering, information giving and rapport building

### **Duration**

This is a 2 day course for a maximum of 8 delegates.