

Build strong lasting relationships based on rapport

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Workshop Overview

Learning how to influence, persuade and communicate effectively is essential. Building relationships based on rapport is one of the most valuable and transferable skills you can possess. In this interactive session the focus will be on the use of SDI (Strength Deployment Inventory) a speedy and effective tool which assesses your values to figure out what drives you and the people around you. We will also look at Neuro-Linguistic Programming (NLP) techniques to help you change the way you view the world and change the way the world views you.



Benefits

By attending this workshop, you will uncover your own influencing style and the effect it has on others, you will learn how to adapt that style to suit a change in your surroundings. You will reduce self-limiting beliefs and adopt new communication skills based on a new-found understanding of other people and their styles.

Outcomes & Content

- ✓ Examining your sphere of influence
- ✓ The SDI tool – Understanding your colour
- ✓ Examine the motivation of those in your sphere
- ✓ Build rapport from the beginning
- ✓ Identify your own preferred influencing style
- ✓ Knowing what you want and how to achieve it
- ✓ Influencing tactics for different colours
- ✓ Understanding basic NLP
- ✓ Influence people through using NLP
- ✓ Negotiation practice
- ✓ The power of positive thinking
- ✓ Limiting beliefs and what impact they have



Who should attend ?

This workshop would suit anyone who has to communicate effectively and influence others daily. This could be internal communications with other departments like Finance, HR, Production or Marketing, or external communications with customers as part of the Sales or Service functions.

