



Communicating Effectively

What's this about?

A six hour training in two sessions looking at how we communicate with others, and them with us

Understanding our use of language and how others interpret it and vice versa, how others use language and what they really mean

Understanding rapport techniques and learning how to truly listen

This Effective Communication training can be adjusted for sales teams to include specific selling and buying techniques/strategies

What will this get you?

An awareness of how you communicate with others and them with you, making you consciously aware of words, how you speak them, your body language and how it's interpreted

An advantage in all communications - people don't really listen to what they say, never mind what you say

An awareness of rapport skills creating trust and understanding

An understanding of the strategies people use to buy goods and services

A bunch of tools which assist in negotiation techniques

An inner confidence

Who's it for?

Management and individuals who are involved in negotiation, teaching and working with students and employees

Sales teams and individuals who wish to understand their existing strategies and techniques, and those who would like more tools in their armoury

Individuals who feel they do not communicate effectively and are nervous and tongue tied in groups

For more information?

Contact Paul Ludford at APLnlp, the details are below