

Argumentation training and persuasion technique

Confident management of discussions

Seminar Objective

The most important argumentation techniques will be presented in a practice-oriented way. You'll refine your rhetorical skills when dealing with situations requiring the skills of argumentation. Both the objective/factual aspect as well as the emotional side of a discussion situation will be looked at. You will have the opportunity to review and optimise your own approaches to presenting an argument.

Seminar Content

- 5 rules for arguing convincingly
- Behaviour in the event of unreasonable objections
- 3 tips for warding off personal attacks
- The positive effect of opposing opinions
- How can I identify an unfair conversation partner?
- How do I make myself unassailable when faced with aggression?
- How do I see through an unfair argument?
- How can I deal with my emotional reactions?
- 4 Tips for making conversations more objective
- What is my effect on others?
- Identifying personal strengths and weaknesses during the conversation
- Where am I too vulnerable?
- Fighting fairly and creative aggression
- Suppress anger or explode?
- Understanding and fending off attempts at manipulation
- Active listening, correct interpretation, reacting appropriately

Method

Individual and group exercises, exercises with individual feedback, practical examples, simulation of performance reviews, moderated discussion

Participants

The seminar "Argumentation Training and Persuasion Technique" is aimed at specialists and managers from all areas who would like to be more convincing and react confidently in discussions and situations requiring the skills of argumentation.

Testimonials

„I particularly liked the deepening of what I had learnt by means of numerous examples!“

L. Feldmann, Falke KGaA

„I found the training contents very good.“

O. Gruß, EDEKA

Course Ref.

KOM1001

Participants

not more than 9 participants

Schedule

1. Day: 10:00 - 17:00

2. Day: 09:00 - 16:00

Location and Dates

Muenster

10.06.2021 – 11.06.2021

02.09.2021 – 03.09.2021

29.11.2021 – 30.11.2021

Hamburg

12.08.2021 – 13.08.2021

01.11.2021 – 02.11.2021

Berlin

17.05.2021 – 18.05.2021

20.09.2021 – 21.09.2021

Hannover

18.11.2021 – 19.11.2021

Leipzig

05.07.2021 – 06.07.2021

13.12.2021 – 14.12.2021

Cologne

11.11.2021 – 12.11.2021

Frankfurt

28.06.2021 – 29.06.2021

06.12.2021 – 07.12.2021

Nürnberg

21.10.2021 – 22.10.2021

Stuttgart

30.09.2021 – 01.10.2021

Munich

15.07.2021 – 16.07.2021

22.11.2021 – 23.11.2021

Vienna

21.06.2021 – 22.06.2021

14.10.2021 – 15.10.2021

Fee

980,00 € (ex. VAT)

1.166,20 € (inc. VAT)

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.

FAX-ANMELDUNG +49 251 20205-99

Dorpatweg 10
48159 Münster
Germany

Telefon: +49 251 20205-0
Telefax: +49 251 20205-99

E-Mail: info@kitzmann.biz
Internet: www.kitzmann.biz

Freecall: 0800 KITZMANN
0800 54896266

Ja, ich/wir buche(n) folgendes Seminar:

Seminartitel

Termin

Seminarort

1. Teilnehmer/in

Funktion

E-Mail

2. Teilnehmer/in

Funktion

E-Mail

Ja, ich/wir buche(n) das Aufbauseminar gleich mit:

Titel

Termin

Ort

1. Teilnehmer/in

Funktion

E-Mail

2. Teilnehmer/in

Funktion

E-Mail

Rechnungsanschrift

Firma

Ansprechpartner

Funktion

Abteilung

Straße/Hausnummer

PLZ/Ort

Telefon/Telefax

E-Mail

Datum/Unterschrift