



Rhetoric

Eloquence and persuasiveness in practice

Seminar objective

Professionals and executives have to communicate with rhetorical competence in various discussion situations, convince and express their opinion in a memorable way. In our rhetoric seminar, you will learn how to strengthen your argumentation power and significantly improve your linguistic and body language potential based on practical situations. You will successfully master employee and customer meetings, impulse speeches, team meetings and many other occasions for discussion that may arise spontaneously and without much preparation in your everyday life.

Seminar content

Analyze and improve rhetorical skills:

- How do I perfect vocabulary, style, and phrasing?
- Personal impact
- Analysis of one's own speaking style
- How to speak convincingly: speech and speaking techniques
- Overcoming stage fright and reducing insecurities

Body language:

- What body language reveals: Understanding and responding to signals.
- How do I come across to others: Speech modulation
- How do I increase my linguistic and physical expressiveness?

Practical speaking situations:

- Structure of a free speech
- 4 rules to reduce stage fright
- Increasing your confidence in speaking
- Group discussion: 5 tips for managing the conversation
- Who asks leads: Influencing conversation through questioning techniques

Argumentation:

- The 5-sentence technique
- 6 rules for successful objection handling
- Training of presence of mind and repartee

Methodology

Exercises Role plays Discussion based on practical examples Short trainer inputs Video examples External and self-analysis Interactive and experience-oriented exchange

Target audience

The rhetoric seminar is aimed at specialists and managers from all sectors who would like to improve their rhetorical skills so that they can present more convincingly their ideas in front of an audience, such as employees and other listeners.

Course ref.

KOM1000

Participants

not more than 9 participants

Schedule

1. Day: 10:00 - 17:00
2. Day: 09:00 - 16:00

Location & dates

Online seminar

22.06.2023 – 23.06.2023
04.09.2023 – 05.09.2023
27.11.2023 – 28.11.2023

Münster

22.06.2023 – 23.06.2023
31.08.2023 – 01.09.2023
19.10.2023 – 20.10.2023
04.12.2023 – 05.12.2023
04.03.2024 – 05.03.2024
06.06.2024 – 07.06.2024
20.06.2024 – 21.06.2024
29.08.2024 – 30.08.2024
10.10.2024 – 11.10.2024
16.12.2024 – 17.12.2024

Hamburg

28.08.2023 – 29.08.2023
02.11.2023 – 03.11.2023
14.12.2023 – 15.12.2023
15.04.2024 – 16.04.2024
30.05.2024 – 31.05.2024
26.08.2024 – 27.08.2024
21.10.2024 – 22.10.2024
12.12.2024 – 13.12.2024

Berlin

15.06.2023 – 16.06.2023
18.09.2023 – 19.09.2023
13.11.2023 – 14.11.2023
15.01.2024 – 16.01.2024
17.06.2024 – 18.06.2024
16.09.2024 – 17.09.2024
11.11.2024 – 12.11.2024

Hannover

06.07.2023 – 07.07.2023
27.11.2023 – 28.11.2023
04.07.2024 – 05.07.2024
25.11.2024 – 26.11.2024



Leipzig

04.03.2024 – 05.03.2024

Kassel

05.02.2024 – 06.02.2024

Cologone

11.09.2023 – 12.09.2023

09.11.2023 – 10.11.2023

14.03.2024 – 15.03.2024

13.05.2024 – 14.05.2024

09.09.2024 – 10.09.2024

07.11.2024 – 08.11.2024

Frankfurt am Main

11.12.2023 – 12.12.2023

15.02.2024 – 16.02.2024

09.12.2024 – 10.12.2024

Nuremberg

17.07.2023 – 18.07.2023

19.10.2023 – 20.10.2023

29.04.2024 – 30.04.2024

15.07.2024 – 16.07.2024

17.10.2024 – 18.10.2024

Stuttgart

14.09.2023 – 15.09.2023

08.02.2024 – 09.02.2024

06.05.2024 – 07.05.2024

12.09.2024 – 13.09.2024

Munich

29.06.2023 – 30.06.2023

09.10.2023 – 10.10.2023

07.12.2023 – 08.12.2023

29.02.2024 – 01.03.2024

27.06.2024 – 28.06.2024

07.10.2024 – 08.10.2024

05.12.2024 – 06.12.2024

Vienna

03.07.2023 – 04.07.2023

25.09.2023 – 26.09.2023

11.03.2024 – 12.03.2024

01.07.2024 – 02.07.2024

23.09.2024 – 24.09.2024

Zurich *

04.09.2023 – 05.09.2023

15.04.2024 – 16.04.2024

02.09.2024 – 03.09.2024



Fee

1.150,00 € (ex. VAT)

1.368,50 € (inc. VAT)

* Fee Zurich:

1.600,00 CHF

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



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Ich melde mich/Wir melden uns zu folgender Veranstaltung an:

1. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Firmendaten/Rechnungsempfänger

Firma

Rechnung (Name)

Straße/Nummer

PLZ/Ort

Telefon/Fax

Branche

Datum

2. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Anzahl der Mitarbeiter in Ihrem Unternehmen

Kundennummer

Anmeldebestätigung (E-Mail)

Unterschrift