



Self-confidence and personality management

Appear confident and authentic in any situation

Seminar objective

Behaving in a confident and convincing manner is a great advantage in a wide range of professional situations. Handling conversations, meetings, presentations and other various situations with charisma and professionalism is a skill that many inspire to acquire. This course gives participants the theoretical and practical basis for being their most confident and authentic self. The emphasis falls on the situations of conversation, leadership and sales in particular.

Seminar content

Self-confident and authentic appearance:

- The five rules of self-confidence - how do I exude confidence and competence?
- How do I increase my empathy?
- Tips for increasing empathy
- Creating positive resonance with interlocutors
- Increase acceptance and trigger positive feelings
- How can I recognize self-confidence in my behavior?

Confident body language and self-assurance:

- Learn to consciously use body language to emphasize your impact: Gestures, facial expressions, speech modulation
- Tips for increasing self-confidence and persuasiveness
- The connection between body language and personality development

Exude self-confidence in difficult situations:

- Staying calm in the face of nervousness and stage fright
- When does self-confidence turn into annoying arrogance?
- What is self-confident restraint?
- Appear confident even with little preparation

Practical exercises to increase self-confidence:

- Behavioral flexibility: practicing in everyday life
- Observing my environment: What are the reactions to behavior?
- Show your competence and use your "stage"

Methodology

Group discussion Peer group advice Perceptual exercises Aids for transferring knowledge into everyday life Trainer input

Target audience

The seminar self-confidence and personality management is aimed at specialists and executives from business enterprises of all sizes and industries as well as from public administration.

Course ref.

PE4001

Participants

not more than 9 participants

Schedule

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

Location & dates

Münster

14.03.2024 – 15.03.2024
06.06.2024 – 07.06.2024
19.09.2024 – 20.09.2024
21.11.2024 – 22.11.2024

Hamburg

04.04.2024 – 05.04.2024
24.10.2024 – 25.10.2024

Berlin

26.08.2024 – 27.08.2024

Hannover

09.12.2024 – 10.12.2024

Leipzig

13.05.2024 – 14.05.2024

Kassel

27.06.2024 – 28.06.2024

Cologone

26.02.2024 – 27.02.2024
17.10.2024 – 18.10.2024

Frankfurt am Main

06.05.2024 – 07.05.2024
28.11.2024 – 29.11.2024

Nuremberg

19.09.2024 – 20.09.2024

Stuttgart

11.03.2024 – 12.03.2024
08.07.2024 – 09.07.2024
17.10.2024 – 18.10.2024

Munich

18.04.2024 – 19.04.2024



12.12.2024 - 13.12.2024

Vienna

04.03.2024 - 05.03.2024

07.10.2024 - 08.10.2024

Zurich *

17.06.2024 - 18.06.2024

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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Ort Termin

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Rechnung (Name)

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Branche

Datum

2. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Anzahl der Mitarbeiter in Ihrem Unternehmen

Kundennummer

Anmeldebestätigung (E-Mail)

Unterschrift