

Argumentation Training and Techniques for Persuasion

Confident negotiating techniques

Cele seminarium

The most important argumentation techniques for business use are shown. You refine your rhetorical skills in dealing with situations of argumentation. Both the factual and the emotional side of a conversation will be discussed. Participants will have the opportunity to review and optimize their own argumentative behaviour.

Treść programu

- 5 rules to argue convincingly
- Behavior in the case of unsophisticated objections
- 3 tips for defending personal attacks
- The positive effect of contrary opinions
- How do I distinguish an unfair conversation partner?
- How can I be invulnerable with aggression?
- How do I rumble an unfair argumentation?
- How can I handle my emotions?
- 4 tips for bringing conversations to a more objective level
- How do I appear to others?
- Identify personal strengths and weaknesses in conversation
- Where am I too vulnerable?
- Fair arguing and creative aggression
- Anger suppression or explosion?
- Read intentions and fend manipulations
- Active listening, correct interpretation, targeted reaction

Grupa docelowa

The seminar "Argumentation Training and Persuasion Techniques" is aimed at specialised employees and executives in all sectors who want to convince others and react confidently in conversation and argumentation situations.

Seminarkooda

ENG8006

Uczestnik

maksymalnie 9 Osoba

Czasy seminariów

Day 1: 10:00 am - 5:00 pm

Day 2: 9:00 am - 4:00 pm

Miejsce i daty

Webinar

11.02.2021 – 12.02.2021

17.05.2021 – 18.05.2021

12.08.2021 – 13.08.2021

21.10.2021 – 22.10.2021

Münster

25.02.2021 – 26.02.2021

19.08.2021 – 20.08.2021

Frankfurt am Main

06.05.2021 – 07.05.2021

04.11.2021 – 05.11.2021

Amsterdam

11.03.2021 – 12.03.2021

07.06.2021 – 08.06.2021

09.09.2021 – 10.09.2021

29.11.2021 – 30.11.2021

Brüssel

15.03.2021 – 16.03.2021

10.06.2021 – 11.06.2021

13.09.2021 – 14.09.2021

02.12.2021 – 03.12.2021

Warschau **

08.03.2021 – 09.03.2021

14.06.2021 – 15.06.2021

16.09.2021 – 17.09.2021

09.12.2021 – 10.12.2021

Oplata za seminarium

980,00 € (plus VAT)

1.136,80 € (w tym podatek VAT)

** Oplata za seminarium w Warszawie:
2.730,00 PLN

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

Seminartitel		
Termin	Seminarort	
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Titel		
Termin	Ort	
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Rechnungsanschrift

Firma	Ansprechpartner	
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