

Argumentation Training and Techniques for Persuasion

Confident negotiating techniques

Seminarziele

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.

Programminhalte

- 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

Zielgruppe

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.

Seminarcode

ENG8006

Teilnehmer

maximal 9 Personen

Seminarzeiten

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

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

Ort & Termine

Webinar

11.02.2021 – 12.02.2021
08.03.2021 – 09.03.2021
11.03.2021 – 12.03.2021
15.03.2021 – 16.03.2021
17.05.2021 – 18.05.2021
12.08.2021 – 13.08.2021
21.10.2021 – 22.10.2021

Münster

17.08.2020 – 18.08.2020
31.08.2020 – 01.09.2020
17.09.2020 – 18.09.2020
12.11.2020 – 13.11.2020
23.11.2020 – 24.11.2020
25.02.2021 – 26.02.2021
07.06.2021 – 08.06.2021
10.06.2021 – 11.06.2021
19.08.2021 – 20.08.2021
09.09.2021 – 10.09.2021
13.09.2021 – 14.09.2021
29.11.2021 – 30.11.2021
02.12.2021 – 03.12.2021

Frankfurt am Main

26.10.2020 – 27.10.2020
06.05.2021 – 07.05.2021
04.11.2021 – 05.11.2021

Seminargebühr

980,00 € (zzgl. MwSt.)

1.136,80 € (inkl. MwSt.)

Price includes comprehensive training documents, coffee and tea, and lunch.

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