



How do I come across to others?

Feedback intensive

Seminar objective

For anyone interacting with different people, it is important to know what others really think. Self-knowledge contributes significantly to personal development. Realistic self-assessment is the prerequisite for successful action and interaction in the workplace.

Seminar content

The first impression:

- What first impression do I convey and what impression do I leave?
- How do people I meet for the first time see me?
- Perception: How do I perceive my environment and how am I perceived?
- How do colleagues, employees, customers and others perceive me?
- How do I appear: in groups, in one-on-one conversations, to customers, to co-workers and superiors?
- My effect in the digital realm: video conferences

Matching self-image and external image:

- To what extent do my self-image and the image of others match?
- How can I influence my charisma through my body language? Gestures, facial expressions, speech modulation and choice of words
- To what extent does my self-perception match the way others perceive me?
- Effects of communication behavior: consciously influencing tonality
- Communicating authentically: responding situationally and authentically to different personalities

Consciously controlling your own impact:

- Improve impact and external perception
- Working on your external image
- Which personality types are there - which type am I?
- Improve, optimize and reflect your charisma

Feedback:

- How do I help others come to self-knowledge?
- Which "feedback" rules should be observed?
- How do I react to "feedback"?
- How do other people judge my strengths and weaknesses?

Transfer to everyday life:

- My personal development plan: This is what I plan to do
- How do I deal with small obstacles?
- How do I get feedback?

Course ref.

PE4000

Participants

not more than 9 participants

Schedule

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

Location & dates

Online seminar

20.01.2025 – 21.01.2025
10.03.2025 – 11.03.2025
03.07.2025 – 04.07.2025
20.11.2025 – 21.11.2025

Münster

09.09.2024 – 10.09.2024
11.11.2024 – 12.11.2024
13.01.2025 – 14.01.2025
03.04.2025 – 04.04.2025
16.06.2025 – 17.06.2025
08.09.2025 – 09.09.2025
20.10.2025 – 21.10.2025

Hamburg

22.08.2024 – 23.08.2024
09.12.2024 – 10.12.2024
10.03.2025 – 11.03.2025
10.07.2025 – 11.07.2025
11.08.2025 – 12.08.2025
08.12.2025 – 09.12.2025

Berlin

12.09.2024 – 13.09.2024
14.11.2024 – 15.11.2024
11.09.2025 – 12.09.2025
13.11.2025 – 14.11.2025

Hannover

10.10.2024 – 11.10.2024
06.02.2025 – 07.02.2025
18.08.2025 – 19.08.2025
08.09.2025 – 09.09.2025

Leipzig

05.12.2024 – 06.12.2024
31.03.2025 – 01.04.2025
16.06.2025 – 17.06.2025
04.12.2025 – 05.12.2025



Methodology

Group discussions Stimuli from the trainer Perception exercises
External and self-analysis Video-supported role plays

Target audience

The seminar How do I affect others is aimed at specialists and executives from business enterprises of all sizes and industries as well as from public administration.

Kassel

21.11.2024 – 22.11.2024
05.06.2025 – 06.06.2025
20.11.2025 – 21.11.2025

Cologone

26.09.2024 – 27.09.2024
12.12.2024 – 13.12.2024
26.06.2025 – 27.06.2025
20.10.2025 – 21.10.2025
11.12.2025 – 12.12.2025

Frankfurt am Main

28.10.2024 – 29.10.2024
16.01.2025 – 17.01.2025
14.07.2025 – 15.07.2025
27.10.2025 – 28.10.2025

Nuremberg

07.10.2024 – 08.10.2024
20.01.2025 – 21.01.2025
03.07.2025 – 04.07.2025
09.10.2025 – 10.10.2025

Stuttgart

09.09.2024 – 10.09.2024
02.12.2024 – 03.12.2024
08.05.2025 – 09.05.2025
11.09.2025 – 12.09.2025
01.12.2025 – 02.12.2025

Munich

17.10.2024 – 18.10.2024
09.01.2025 – 10.01.2025
07.08.2025 – 08.08.2025
16.10.2025 – 17.10.2025

Vienna

28.11.2024 – 29.11.2024
22.05.2025 – 23.05.2025
27.11.2025 – 28.11.2025

Zurich *

18.11.2024 – 19.11.2024
07.07.2025 – 08.07.2025
17.11.2025 – 18.11.2025

Fee

1.150,00 € (ex. VAT)
1.368,50 € (inc. VAT)

* Fee Zurich:



**MANAGEMENT-INSTITUT
DR. A. KITZMANN**

Seminare für Fach- und
Führungskräfte

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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Branche

Datum

2. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Anzahl der Mitarbeiter in Ihrem Unternehmen

Kundennummer

Anmeldebestätigung (E-Mail)

Unterschrift