



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 aspire 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. In addition, current AI-supported methods will be presented as ideas to help participants further optimize their appearance and communication skills with innovative techniques.

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

Course ref.

PE4001

Participants

not more than 9 participants

Schedule

1. Day: 10:00 - 17:00
2. Day: 09:30 - 16:00

Location & dates

Münster

08.06.2026 – 09.06.2026
17.09.2026 – 18.09.2026
19.11.2026 – 20.11.2026

Hamburg

13.04.2026 – 14.04.2026
22.10.2026 – 23.10.2026

Berlin

06.08.2026 – 07.08.2026

Hannover

14.12.2026 – 15.12.2026

Leipzig

11.05.2026 – 12.05.2026

Kassel

25.06.2026 – 26.06.2026

Cologone

08.10.2026 – 09.10.2026

Frankfurt am Main

18.05.2026 – 19.05.2026
31.08.2026 – 01.09.2026

Nuremberg

24.08.2026 – 25.08.2026

Stuttgart

06.07.2026 – 07.07.2026
15.10.2026 – 16.10.2026

Munich

10.12.2026 – 11.12.2026

Vienna

14.09.2026 – 15.09.2026



specialists and executives from business enterprises of all sizes and industries as well as from public administration.

Zurich *

15.06.2026 – 16.06.2026

Fee

1.200,00 € (ex. VAT)

1.428,00 € (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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Branche

Datum

2. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Anzahl der Mitarbeiter in Ihrem Unternehmen

Kundennummer

Anmeldebestätigung (E-Mail)

Unterschrift