

Gaining people's trust in a business relationship is essential to get their best work. In this training you'll learn how to connect with people, instil trust and motivate them both inside and outside your organisation.

Learning Objectives

By the end of the session, the delegates will be able to:

- gain trust with a great first impression
- connect with people and motivate them
- improvise for spontaneity and humour

Formats

Groups

£1,470 for 6 people, 3 hours

Required: PC/laptop and projector/monitor, whiteboard/flipchart with pens

Each attendee should bring their preferred note-taking medium.

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£240 per 2-hour session. Content and schedule are tailored to each client.

Required: PC/laptop and projector/monitor, whiteboard/flipchart with pens

The client should bring their preferred note-taking medium.



Group Schedule

1. Introduction: format and objectives for the day.
2. Creating a great first impression, including use of body language.
3. Connecting with people and motivating them: empathy and values.
4. Practical, round 1: enter the room, introduce yourself and convince me to do something.
5. Improvising for spontaneity and humour.
6. Using the surroundings to your advantage.
7. Practical, round 2: brief me on a task and answer my questions.
8. Conclusion: key points learnt from the day are discussed and reinforced.