

# Communication That's On Target & Gets Winning Results



## COMMUNICATION THAT'S ON TARGET & GETS WINNING RESULTS

Leverage your communication style that's right on target to powerfully connect, collaborate and maximize your success and influence. Learn how to easily choose the most appropriate language and approach to interact with anyone at any level or situation to achieve the influence and outcomes you desire. Can you afford to learn the hard way from conflict, or silent rejection instead of proactively ensuring success?

Effective and clear communication is essential to get your message heard, inspire confidence, contribute on teams, motivate customers to buy and help others solve problems. It's a powerful skill to be more influential when working with supervisors, employees, clients, customers and colleagues. It also reduces conflict and lowers stress.

This highly interactive program has been delivered to large and small corporations, the U.S. government and military. This course provides a significant strategic value to elevate employee performance and significantly enhance impact.

**DURATION:** Full day

**IN THIS CLASS  
YOU WILL LEARN:**

- > How to recognize and identify the communication styles of others.
- > Going further to adapt and target the styles of others so you can be influential & heard.
- > How to speak persuasively and tailor your message for easy buy-in of your requests and ideas.
- > Techniques of listening that improve your nonverbal skills for added emphasis.
- > How to use specific tools for communicating with diverse people.

This is a highly interactive training program which includes team activities and demonstrations. You will develop skills that are long-term and self-sustaining. You will improve performance in ways that maximizes professional and personal potential.

**WHO CAN BENEFIT:**

This program is appropriate for individuals, professionals, leaders, executives, and managers who want a unique, targeted, or competitive edge to improve communication and performance results; diffuse conflict, manage change, or discover how to bring out the best in yourself and others.

- Managers and executives who want to elevate leadership competence & be more influential.
- Employees who want to work more persuasively on teams, projects or with their supervisor.
- Technical support people who want to reduce cycle time and raise customer satisfaction.
- Sales people who want to rapidly target better outcomes with clients and customers.
- Organizations who want to achieve fewer conflicts and greater success in shorter cycle times.

**PREREQUISITE:**

"How Your Style Impacts Potential and Influences Others" or have a working knowledge of the Enneagram and your own style prior to this class.

**MATERIALS:**

For each participant to keep:

1. Student workbook.
2. Communication's Sender -Receiver Distortions.
3. Communication styles matrix – a quick reference tool for daily use when interacting with others.

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CAGE: 79FM6  
VENDOR: 11526529

