



Comprehensive Empowerment

Communicating with impact

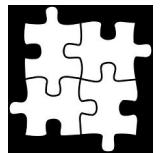
We all observed that our presence played a role depending on people's reaction. These differences are partially due to our way of packing and delivering messages, partially due to their content.

What is in it for me in this workshop?

- 🎯 Specifying, understanding and accepting my comfort zones
- 🎯 Specifying, understand and accepting my effort zones
- 🎯 Diagnosing my communication needs
- 🎯 Diagnosing others' communication needs
- 🎯 Not being intimidated by other's communication skills
- 🎯 Knowing what to do/to say and what to avoid with others
- 🎯 Avoiding some conflits thanks to a better understanding of others
- 🎯 Increasing my contribution to my team
- 🎯 Increasing my leadership qualities



Understand



Integrate



Practise

Keep intuition and instinct - Add structure and strategy!

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Agenda

Methodology

DAY 1

- Self-diagnosis of our social communication profile
- Different levels of traits
- Positioning of the DiSC Model

- Do you like dictations?
- Preferences
- Definition of a social style

- The 2 analysed dimensions
- Descriptors of each dimension

- The DiSC Model
- Descriptors of each style
- Use of Time and Information

- Motivators and Fears
- Typical and extreme behaviours
- Behaviours in Conflict

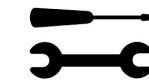
- Designing a product brochure
- Adaptation criteria's
- What to do and to avoid with each style



Subgroup Discussions



Role Plays/ Exercises



Tools, Models, Methods



Illustrative Videos

DAY 2

The link between the DiSC Model and Selling Benefits, Leading others, Turning Conflicts into Agreements or the 7 Wonders of Great Leaders



Role Plays/ Exercises

Keep intuition and instinct - Add structure and strategy!