

Communicating with impact


We all know people have behavioural preferences. This implies our interactions with them, who depend on the content and the way we pack and deliver messages, need to be adapted in order to make communication easier. Let's remember that we adapt to the how, not to the what.

What is in it for me in this workshop?


 Specifying, understanding and accepting own comfort & effort zones




 Diagnosing own's and other's communication needs

 Knowing what to do/to say and what to avoid with others



 Avoiding some conflicts thanks to a better understanding of others

 Increasing contribution and Leadership in the team



Communicating with impact - Agenda

DAY 1

- 🔪 Self-diagnosis of own communication profile
- 🔪 Different levels of traits
- 🔪 Positioning the DiSC Model



Subgroup Discussions

- 🔪 Preferences
- 🔪 Definition of a communication style



Role Plays/ Exercises

- 🔪 The 2 analysed dimensions
- 🔪 Descriptors of each dimension

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



Tools, Models, Methods

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



Illustrative Videos

- 🔪 Adaptation exercises
- 🔪 Summary: what to do and to avoid with each style



Role Plays/ Exercises

DAY 2

Using the DiSC Model in Selling, Leading others,
Handling Conflicts, Negotiating...