

Management controllers, develop your relational and communication skills



CG-34 2 Days (14 Hours)



Description

The management controller is not only 'provider of figures' to general management or managers, but also 'facilitator of the management control process' in the company. De facto, he absolutely must master his communication to successfully complete his projects. This training, to develop relational skills, will be a valuable asset for communicating more effectively and thus participating in improving the company's performance.

Who is this training for ?

For whom

Management controller at headquarters or in decentralized units. Accounting or financial manager responsible for management control. Financial controller of subsidiaries.

Prerequisites

None.

Training objectives

- Acquire benchmarks to adapt your communication to your interlocutor.
- Develop your ability to work effectively in a team.
- Communicate more effectively to help improve performance.
- Appropriately the posture of a negotiator and convey your messages assertively.

Training program

En amont du présentiel

- A self-diagnosis, a video, a first tool.

Mieux se connaître pour mieux communiquer Déterminer les traits dominants de sa personnalité et de celle de ses interlocuteurs.

- Become aware of the image you give to others.
- Identify the expectations of your interlocutors.
- Gain flexibility in your communication.

Acquérir des outils pour argumenter et influencer Développer sa capacité à 'vendre' les outils de gestion. Développer l'écoute active.

- Structuring an argument.
- Knowing how to negotiate effectively.

Gérer les situations relationnelles délicates Identifier les résistances et les traiter. Gérer les conflits. Développer des comportements assertifs pour s'affirmer dans les situations de tension. Acquérir des outils pour préparer et animer une réunion

- Prepare and structure your interventions.
- Send simple and impactful messages.

Après le présentiel, mise en œuvre en situation de travail

- Training modules to anchor new habits.
- To learn more about remote activities A video 'What's the problem?'
- training modules: 'Practice active listening'; 'Handle objections - Level'; 'Handle objections "Level"; 'Handle objections "Level'.