

Convince and share your decisions



MPGP-85 2 Days (14 Hours)

Description

Learning to persuade your interlocutor in presentation or face-to-face situations is a complex exercise. This internship will allow you to develop a listening relationship, manage obstructions and objections, provide leadership around motivation and objectives by adapting speeches to situations.

Who is this training for ?

For whom

Managers, new managers, project managers.

Prerequisites

Aucune

Training objectives

- Persuade your interlocutor in presentation situations or face to face
- Enrich your argument and Identify your style of influence
- Develop your listening skills
- Use objections to convince further
- Constructively deal with difficult situations

Training program

Argumenter, convaincre, persuader

- The vectors of persuasion in a presentation or face-to-face interview situation.
- What persuades or dissuades.
- The different registers of argumentation and the critical path of persuasion.
- Know and identify the motivation levers/blockers of my interlocutors.

Développer sa force de persuasion face à un groupe

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email We are at your disposal De Lun - Ven 09h00-18h00

- Work on "presence", gestures and voice.
- Enrich your argument (examples, narrations, metaphors, quotes).
- Identify your style of influence.
- Value to involve.

Développer sa capacité à faire adhérer en face à face

- Be clear about your objective and the game of influence.
- The right questions to ask yourself.
- Facilitating conditions for a constructive exchange.
- Adapt your argument to your interlocutor.
- Two influence strategies: contagion or conversion.

Lever les freins et établir les bases d'une relation de confiance

- Know how to listen to other people's arguments and understand hidden messages.
- Avoid over-reactivity.
- Use objections to convince more.
- Develop your creativity to get out of impasses.
- Know how to use allies.

Traiter constructivement les situations difficiles

- Know how to maintain your ascendancy in difficult situations.
- Circumvent obstruction tactics: controversy, manipulation, aggression.
- Remain authentic, have integrity and display your values.
- Flexible support towards a change of attitude.
- Answering embarrassing questions.