

Influencing Group Behaviour (Reed 2)

Group Training

Training code	CGARE2-3CD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	3
Price	€795,00 excl. VAT No extra costs.

What is Influencing Group Behaviour (Reed 2)

The 'Influencing Group Behaviour (REED-2) training builds on the "Recognizing Group Behaviour" training (REED-1) training.

Where REED-1 still has an emphasis on a persons own behavior, REED-2 focusses at the behavior of the other and how we can influence that with our own behavior.

We learn how to make a diagnosis, then turn it into a strategy to influence another's behavior, if it is desirable.

The ultimate goal is more effective behavior for the benefit of both parties. It is not about power, but of influence.

In the training we work from diagnosis to tactics and strategy. We analyze third-party situations and behavioral patterns and determine how we can effectively influence this behavior without affecting the relationships themselves and without just making concessions to our own behavior.

Day 1: Sharpen REED (Repetition and Floor, Discussing Experiences)

- Day 2: Diagnosis and Strategy, with exercises.
- Day 3: Critical Impact Situations (KIS). Discuss your own situations.

Who should attend the Influencing Group Behaviour (Reed 2)

The REED-2 training program is intended for people who have insight into their own preferred behavior and want to bend that behavior towards a better connection to the behavior of the other if the situation so requires. The goal is, of course, to achieve greater effectiveness in dealing with the other. REED-2 is especially suitable for professionals who want to influence the behavior of others in work situations. To follow REED-2, it is required that you have followed REED-1.

Prerequisites

See through behavioral patterns (REED-1).

Objectives

After the training, the participant is able to independently analyze and influence behavior. He / she knows his own pitfalls and has a grasp of what he can / cannot handle if it concerns influencing behavior.

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