

# Realistic persuasion

## Group Training

Training code	CGAREAL3CD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	4
Price	<b>€1.195,00</b> excl. VAT No extra costs.

## What is Realistic persuasion

People who say 'Yes' and do 'No', conversations that seem to be in a 'loop', the feeling that you are talking to a wall - does that happen to you?

Would you like to be able to influence more effectively, so 'Yes' actually means 'Yes'?

Central to this training is the way in which we can truly convince others with respect, without compromising on others. By taking into account the fixed structure that convictions have and the correct use of persuasion and influencing techniques, you are able to exert effective influence.

You will learn a number of techniques that help you doing this. You discover which tell tales there are, how you can reverse objections and how you can trigger reactions. You know what you can change in your own behavior to achieve more. By integrating the different techniques you have learned to apply them in practical situations, you increase your persuasiveness.

## Who should attend the Realistic persuasion

The training is designed for managers and employees who want to work on their personal contact, personal charisma and persuasiveness.

It is required that you have a minimum of 4 years work experience.

The course is intended for managers and employees who want to work on personal contact, personal appearance and persuasiveness. If influencing opinions and convictions of people is important for the execution of your tasks, this is a good training for you.

## Prerequisites

We recommend that you first have followed the Behavior Patterns training course and influenced Behavior Patterns (Reed 1 and 2).

## Objectives

After the training you can coordinate your own behavior with that of someone else, so that the behavior of the other person is influenced in a targeted way. You can quickly and efficiently recognize the interests of others, include them in the conversation and recognize and adjust obstructing beliefs. You also know how to provoke, recognize and correctly interpret objections expressed non-verbally. You learn to turn objections into improvements to your own proposal and to align this proposal with the other, so that there is lasting influence.

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An organization, like ours, helps people and their organizations day by day to get the best out of themselves and each other. We prepare them to defy tomorrow's challenges. We stimulate learning and curiosity. In order for individual IT professionals and their employers, to build better, longer and more intensive relationships. For mutual benefit.

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