

Realistic persuasion

Group Training

Training code	CGAREAL3CD
Spoken Language	Dutch
Language Materials	Dutch
Dayparts	4
Price	€1.400,00 excl. VAT No extra costs.

What is Realistic persuasion

The Training 'Realistic Persuasion' is designed for those who often find themselves in conversations that seem to be going in circles, where they sometimes lose control of the conversation or feel like they're talking to a wall. This training will equip you with the skills to influence more effectively, ensuring that when someone says 'Yes', they truly mean it. The training focuses on respectful persuasion, without compromising others. You'll learn to recognize and adjust obstructing beliefs, provoke, and interpret non-verbal objections, and turn these objections into improvements to your own proposal. Additionally, you will learn to be curious about what the other person's criteria look like. By integrating these techniques, you'll increase your persuasiveness and confidence in your communication.

Who should attend Realistic persuasion

For every professional who wants to get the best out of themselves and others every day, such as:

- Sales Representatives: Learn to influence potential customers and close deals effectively.
- Managers: Gain the skills to influence your team and drive performance.
- Negotiators: Enhance your ability to influence outcomes in negotiations in an authentic way.
- Customer Service Representatives: Learn to manage difficult conversations and influence customer behaviour.
- Marketers: Influence consumer behaviour and and enhance your conversations in customer engagement

Prerequisites

No specific prerequisites are required for this course. It is suitable for anyone looking to enhance their persuasion skills.



Objectives

At the end of the training, you will be able to:

- Coordinate your behaviour with others to influence them effectively.
- Recognize and include the interests of others in conversations.
- Recognize and adjust obstructing beliefs.
- Provoke, recognize, and correctly interpret non-verbal objections.
- Turn objections into improvements to your own proposal.
- Align your proposal with others to exert lasting influence.
- Can you maintain more control in the conversation by using your questioning structure.

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