

LEADERSHIP - Advanced behaviour for leadership

Level	Fee
Intermediate	€ 340

e-Modules' titles	Objectives	Content
CREATING A BALANCE BETWEEN DIFFERENT TYPES OF ARGUMENTS	<p>This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication:</p> <ul style="list-style-type: none"> - identifying the 3 types of negotiation arguments: factual, emotional, rational - being able to respond to an overload or lack of an argument type to keep the argument triangle balanced 	<ol style="list-style-type: none"> 1. Build your facts 2. Design an architecture of rational arguments 3. Spot emotional arguments
UNDERSTANDING BEHAVIOURAL REFLEXES	<p>This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication:</p> <ul style="list-style-type: none"> - understanding behavioural reflexes & being able to identify them in a negotiation so as to work on changing them when necessary 	<ol style="list-style-type: none"> 1. Understanding the nature of a behavioural reflex
TYPES OF BEHAVIOURAL REFLEXES	<p>This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication:</p> <ul style="list-style-type: none"> - understanding the basics of Neuro-Linguistic Programming - understanding the 4 types of behavioural reflexes - detecting behavioural reflexes based on the negotiator's communication, speech and body language 	<ol style="list-style-type: none"> 1. Why NLP? 2. Typologise behavioural reflexes in 4 types 3. Discover verbal-vocal-body reflexes
DETECTING BEHAVIOURAL REFLEXES	<p>This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication:</p> <ul style="list-style-type: none"> - being able to detect the 4 behavioural reflexes & respond accordingly 	<ol style="list-style-type: none"> 1. Detecting the dominating reflex in the verbal & body language 2. Detecting the seducing reflex in the verbal & body language 3. Detecting the evaluating reflex in the verbal & body language 4. Detecting the avoiding reflex in the verbal & body language