



## Psychological Toolset Training

Welcome to Psychological Toolset Training.

The best sales professionals are often the ones capable of reading emotions. Having this skill is what allows them to achieve a successful sales pitch, persuade colleagues and even influence superiors and change your entire company's philosophy. However, with such immense power comes an equally great amount of problems, from knowing how to manage one's own personal fear, to being more assertive, to reading other people's emotions and in more extreme cases, dealing with anger and stress in the workplace. The importance of this training can therefore not be understated.

Through this training course, participants will be able to contribute further to their companies and teams by learning effective and proven methods of reading people. Besides that, we offer various training courses which your specific teams can use to put together create a personalised training package

## **Course Overview**

You will spend the first part of the session getting to know participants and discussing what will take place during the workshop. Students will also have an opportunity to identify their personal learning objectives.

### **This one-day workshop will help you teach participants:**

- Learn body language skills
- Learn how to control first impressions
- Know anger and stress management techniques
- Learn self-motivational techniques
- Key questioning techniques

### **Learn Body Language Skills**

Reading people can be very hard to do without handy superpowers such as telepathy, but it can be a bit easier through learning basic body language. Body language will afford participants key information as to what they can do in more tense and even lighthearted situations. It also provides them the ability to know their colleagues more, promoting great overall productivity and morale.

### **Learn How To Control First Impressions**

This part of the training course involves learning the psychological ramifications of wearing certain outfits and even rapport building techniques that can help employees become much more endearing.

### **Know Anger And Stress Management Techniques**

Anger and stress are two key things that all workplaces often take serious pains to avoid. For companies, it is highly important to keep employees happy, training team leaders to become friendly, and so much more. However, the negative effects of these factors can be effectively dealt with through a series of techniques that can help you and your team work together and keep team-wide cohesion under intense pressure.

### **Learn Self-Motivational Techniques**

One of the key skills any great sales professional must have is the ability to keep motivational levels high. However, no teammate is ever beyond saving; with key motivational and self-help techniques from some of the greatest experts in the field, participants will be provided with the tools to effectively defend themselves from any self-doubt and eagerly wait for the next work day.

## **Key Questioning Techniques**

Conversations are often simple to understand in theory; most people tend to simply elicit information from others, whether it's about the latest meme, the latest developments within the company, contact information of customers and many, many more. The effects of this cannot be understated– it can influence a sales pitch, help remove the tension especially on the phone and even allow your company to get ideas from your loyal customers, allowing you to innovate and create products that are so good, they're effectively beyond scrutiny.

## **Workshop Wrap-Up**

At the end of the day, students will have an opportunity to ask questions and fill out an action plan.

Visit <https://paramountraining.com.au> for more information or call 1300 810 725