



## Understanding Others: Becoming a People Person

Have you ever wondered why some people just seem to connect with anyone? Do you know what experts mean when they talk about someone being a “People Person”? In this session we discuss what defines a “People Person” and how to pick up the skills and tools they use to connect quicker and build rapport. If you or your team need to become more adaptable, and more understanding of the relationship people have within the workplace, this session is designed to assist.

This training session will help your participants to learn more about the basics of reciprocal people skills. They will learn more about bridging any gaps and also identify own strengths and weaknesses. Overall a great session for building better relationships.

## **Course Overview**

You will spend the first part of the course 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 workshop will help you teach participants how to:**

- Discover how you can adapt and build more rapport by enhancing the 3 communication tools.
- Discover how to use a range of words effectively to help in any circumstance.
- Find out how to find ways to contact your clients or workplace colleagues.
- Increase the probability of others listening to your direction.
- Know the four interaction styles shown at work.

### **Building Rapport by Mirroring**

First, participants will learn the mirroring techniques that are frequently used by sales professionals and others who understand precisely how useful these skills are.

### **Communicating the same language with word use**

Next, participants will know the importance of using the right word at the right time can be soothing and help you in communicating your ideas more effectively.

### **Sharing similarities and growing conversations**

Here, participants will learn how understanding of one another is also an ability to connect.

### **Body Language: Boost Communication**

Then, participants will learn how to boost and increase their ability to communicate with body language methods with a brand new dictionary of language.

### **Leadership Qualities**

Becoming a leader and inspiring others are two qualities which help build a following and help others become familiar with your leadership. In this session, participants will discover how they can increase the probability of others listening to their direction.

### **Personalities: The interaction Styles**

Lastly, our trainer discusses the most important four interaction styles shown at work. By learning about others, we also set the stage for a private development action plan and targets for advancement.

### **Workshop Wrap-Up**

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

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