

Seminar „Development of Impact and Impression – Strengthen Self-Confidence“ November 22nd and 23rd, 2016 -CECAD

Initial Situation

In this seminar female doctor deputants and post doctors shall get the opportunity to enhance and strengthen their competences and repertoire to act in a mainly male dominated working environment.

Objective of the Seminar

In the seminar the participants experience how they can manage their personal state. Voice, body language and the resulting vibe and effect are an essential basis here. During the training every participant will get the opportunity to experience, reflect and enhance her own behavior in communication. Thereby they can better deploy their personal potential in their working and academic everyday life. Role awareness, attitude and goal efficient behavior will be tested, reflected and strengthened. The participants have experienced how they can bring themselves and their counterpart into their potential even better by a goal-oriented and clear communication. They will experience and practice how they can react in a confident and goal-oriented way in tense communication situations in a male dominated environment.

Contents

- Experiencing the impact of voice and body language and using both target-oriented
- What does successful conversation management mean in your personal everyday working life?
- Clarification of the interrelation of „values – role – behavior – situation“
- Recognizing and being able to change the effect of pre-assumptions on the success of conversations
- Managing the own state – managing emotions – recognizing states
- Using voice and body language as an instrument for conversation management
- Pacing and leading of counterparts – recognizing states
- Handling different „fellows“ in conversation
- Managing objections in a confident way – development of repartee
- Recognizing „games“ – achieving clarity
- Using question techniques goal-oriented during conversations
- Working on concrete and practical situations

Methods

Interactive presentation and input with practical transfer of the content, discussion, presentation, reflection, consideration of concrete situations from the participants everyday life, practical exercises, video analysis, feedback, transfer into everyday life



EXPERIENCES, AREAS OF RESPONSIBILITY AND COMPETENCIES

- » Process accompaniment, coaching, training, consulting for SPRACHKULTUR since 2013
- » Since 2015 further responsibility at SPRACHKULTUR as manager for sales coordination and project control / -coordination as well as for the development of the expert team
- » Long lasting international leadership and management experience in sales, marketing, logistics and procurement – manifold experience also as „woman in mens domains“
- » Focus topic in personnel development (training, coaching, consulting, moderation/presentation): negotiation, sales, leadership competencies, team processes, communication (within organisations and external), conflict management, personal development, women in leadership, presentation, appearance and performance, mediation in economy and working environment, competence diagnostic and -development, change communication etc.
- » Lectureship and lecturer at the University of Applied Science Cologne (Centre for academic qualification and education), Academy of the German Civil Service Association (dbb), KPMG Education (former SMI of the European Business School Wiesbaden), University of Cologne
- » Training, coaching and consulting in German and English language
- » Wide experience of personnel development in international organisations. industry experience in logistics, supply-chain-management, specialized trade, retail, consumer goods (food and non-food), pharmaceutical, chemical, automotive, processing of metal and plastics, engineering, non-profit organisations
- » Continuous further education on the topics: mediation, provocative therapy (Dr. Noni Höfner u. Frank Farrelly), NLP (i. a. with Richard Bandler), Systemic Structure Constellation (according to SySt – Prof. Matthias Varga von Kibed und Insa Sparrer), performance

QUALIFICATION

- » Businesscoach (ECA certification)
- » NLP Supervisor Trainer (DVNLP certification)
- » Mediator – focus economy and working environment (international certification by Mediation DACH e.V.)
- » Insights MDI® – Master Accrediation
- » MPA® MotivationPotentialAnalysis – certified expert
- » KODE© Competence Diagnostic and Development – certified by Prof. Dr. Volker Heyse
- » Strategic Management (certification by the Cranfield University – School of Management)
- » Specialized merchant for marketing (audited by the German Chamber of Commerce - IHK)
- » Industrial business merchant (audited by the German Chamber of Commerce - IHK)
- » Foreign language correspondent English (audited by the German Chamber of Commerce - IHK)