

Program description: Training Presentation and Persuasion

We've come a long way since the days that women couldn't own property and didn't have voting rights, but we still advance slower than men on the career ladder, and we get paid less for exactly the same positions. Why is that and can you do something about it?

In this training you can develop some very useful skills that can help you close the gap. We focus on two aspects of empowerment; influence how you are perceived by others, using words but mostly non-verbal communication; and improving your persuasion skills, where we focus on negotiation and conflict resolution.

Our trainings are always very informal and interactive. You won't be bored, but you won't be able to sit back and relax either. Expect to actively engage in discussions and exercises, and we'll keep it lively by using different teaching methods and audiovisual support.

Program:

1. *How to work with and against prejudices*
2. *Communication skills*
3. *Influencing the way others perceive you*
4. *Negotiation skills*
5. *Conflict resolution*

Profile Trainer: Anne-Marie Dingemans Pérez

17 years of international management experience made me realize that miscommunication is often at the base of failed cooperation in international organizations. This is why, after achieving an executive MBA at Bradford School of Management, UK, I started Globalizen in 2009, a consultancy and training firm. We help business with their internationalization strategy, and train staff on international negotiations, sales, and management. I believe strongly that women can have exciting careers as well as men, but we are different and have our own strengths and skills which we need to actively put to use. I've lived and worked in the Netherlands, USA, Spain and Guatemala, and have done business in over 40 countries. I speak Dutch, English, Spanish and German.