

TRAINING BROCHURE

Effective Communication Skills for Engineers training



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Effective Communication Skills for Engineers

- Price:** € 2,290 excl. VAT *
- Duration:** 3 consecutive days + 1 evening
- Contact:** training@hightechinstitute.nl, +31 85 401 3600
- Score:** 9.1 ★★★★★☆
- Pitch:** <https://youtu.be/QeqlhtrhEUM>

Intro

Communication & leadership skills are an absolute essential need for engineers who work in multi-disciplinary complex projects. Just being right won't make you a successful engineer only. There is a need to cooperate, lead, challenge, coach and influence to get things done.

Do you recognize one or more of the following examples?

- Do people mention that you are being too critical, too black and white in sending the message? Or is your point not always coming across clearly?
- Is getting full commitment for your proposal difficult?
- Are you sometimes getting into discussions not leading to a result?

Having the insight and the essential communication skills, it will help you in your career and will make it easier to deal with the dilemmas of day to day work.

This training is available for open enrollment as well as for in-company sessions.

Objective

After the training you can recognize the typical communication challenges early on and can successfully deal with them. You will be able to:

- Bringing your message in a clear and convincing way;
- Listen in an active manner so unclarity is prevented;
- Use your body language to support your message;
- Convince stakeholders of your message;
- Transform resistance into buy-in;
- Prevent and handle conflict in a constructive way.

Target audience

This training is intended for engineers who work in the field of innovation and (high) tech and cooperate in (multi disciplinary) teams.

Certification

Participants will receive a High Tech Institute course certificate for attending this training.

Course leader

[Jaco Friedrich MSc](#)

Trainers

[Claus Neeleman MSc](#)

[Alejandra Nettel](#)

[Robbert Wolff](#)

** Prices are subject to change. Price correction will be applied at the end of the year.*

Keep me posted



Program

Day 1

- Bringing your message, listening skills & use of non-verbal communication;
- 9:00 - 17:00 including lunch

Day 2

- Convincing others and transforming resistance into buy-in;

Evening Program Outline:

- Welcome & Introduction
- The Thought Spiral - Understanding behavior patterns
- Behavioral Solutions - Practical strategies
- Being Present - Presence as a tool
- The 3 Circles - Checking in with yourself
- Personal Impact - Feedback on how you come across
- Non-Verbal communication Basics
- Personal Plan - Next steps for growth.
**During the evening program, you will be able to identify what triggers your anxiety or discomfort when presenting and examine your non-verbal cues.*
- 9:00 - 21:00 including lunch and dinner

Day 3

- Understanding the (psycho) logic of others' behavior;
- 9:00 - 17:00 including lunch

Designed for engineers

This training package is designed for engineers working in the environment of complex system development. It is highly practical and theoretically sound. You will be working with your personal cases so you can apply what you have learned the next day.

Personal action plan

In the training you will practice and master the skills. As it is not a habit yet (that takes practice) you therefore make, as part of the training plan, a personal action plan that helps you to apply what you have learnt.

Feedback from colleagues

Prior to the training you will carry out a mini 360 degrees enquiry asking colleagues what it is they perceive as your strong and weak points in your communication skills. In the training, we use this enquiry as a basis from which to start learning.

Methods

Action learning, lectures, exercises, discussions, role-plays. Evening session with trainer Alejandra Nettel.

More information



About Claus Neeleman and the role of leadership in the high-tech sector

Trainer Claus Neeleman notices increased awareness on the importance of strong leadership in the tech world.

[Watch video](#)



Podcast (NL) with Jaco Friedrich about his career and developing soft skills & leadership trainings for technology professionals.

[Listen podcast](#)

Read the interview:



"Nonverbal cues can be difficult for technical people to pick up on."

Trainer Kees Rijssenbeek about his excitement for personal human interaction

Remarks from participants:

- "Claus delivered a great course with good levels of interaction. His background in psychology pays dividends for further insight & understanding." > Callum MacArthur - Boskalis Subsea Cables & Flexibles
- "Was great. A lot of practical exercises and useful information. Training met my expectations; will advise to my colleagues for sure." > Irina Beliaeva - Sioux Embedded Systems B.V.
- "During this training I received practical tips and tricks to improve my communication with clients and colleagues. I realise now why communication with a customer was difficult in a previous project. Currently I have the tools to recognise this and handle these situations better." > M. Mors , Settels Savenije van Amelsvoort
- "During practical exercises I experienced the strength of applying the theory. With this course anyone can improve their efficiency." > R. Wielinga , Assembléon
- "I thought I was communicating correctly, now I realise that I talked mainly without the desired effect. Through this course, I came to understand that I can improve this with a number of tools and that these tools help me in accomplishing the effect I desire. During the three training days you get plenty of opportunities to practice and apply the tools with your fellow students. Different characteristics of the other students - with whom you immediately implement the tools you learn - enhance this. All in all, my insight in communication grew." > W. from Eindhoven