

Training Effective communication skills for technology professionals - part 1

This training starts on: 09-10-2019

Location: Eindhoven
Price: 1.795,00 euro excl. VAT
Duration: 3 consecutive days + 1 evening
Contact: training@hightechinstitute.nl, +31 85 401 3600

Overview

Learn to master the 7 biggest communication challenges. Clear communication in projects can be challenging and if not done well can have a negative influence on your work and the project. Do you recognise these 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?
- Is getting full commitment for your proposal difficult?
- Are you sometimes getting into discussions not leading to a result?
- Do you do things yourself rather than delegate them to others?
- Is coaching colleagues taking you more effort than you wish?
- Can convincing others be hard, especially with higher management?

Most people will recognise one or more of the challenges mentioned above. In this training you learn how to successfully handle the 7 biggest communication challenges and thereby improve your professional impact and leadership.

Intended for

Technology professionals, who work in the field of innovation and technology.

Objective

After the training you are able to recognise the typical communication challenges and master the skills to successfully deal with them.

Programme

To cover the biggest challenges in communication, the course is split into 2 modules. The full course (part I & II) covers the 7 challenges and gives you a sound skillset to deal with most of the challenges you encounter in communication.

Part 1

The focus of the first module is: Becoming effective in influencing others and achieving results, in one-on-ones and in group meetings. Challenges 1 - 4 are covered in this part:

- Bringing your message across crystal clear, in such a way that others appreciate it getting it from you;
- Convincing others and dealing with resistance;
- Increasing your influence by creating a supportive network of relevant stakeholders;
- Understanding the (psycho) logic of others behaviour;

- Delegating work effectively in such a way that people like to work for you;

Information is subject to change. Please contact High Tech Institute for the latest course information and time schedule.

Partner

Certification

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

Course leader

MSc Jaco Friedrich

Teachers

MSc Claus Neeleman
Alejandra Nettel

Timetable

09-10-2019 | 09:00 - 17:00
10-10-2019 | 09:00 - 21:00
11-10-2019 | 09:00 - 17:00

- Coaching others and helping them to improve in their job;
- Increasing your influence without power.

Part II

The focus of the second module is: Managing others, by delegating and coaching effectively and showing technical leadership. Challenges 5 - 7 are covered in this part.

Designed for technology professionals

This training package is designed for technology professionals working in the environment of complex system development. It is highly practical and theoretically sound. Because we work with your personal cases you can apply what you have learned the next day.

Personal action plan

Part of the training plan is 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.

Day 1 9:00 - 17:00 including lunch

Day 2 9:00 - 21:00 including lunch and dinner

Day 3 9:00 - 17:00 including lunch

Methods

Action learning, lectures, exercises, discussions, role-plays. Evening session with a senior, guest speaker (day 2).