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SHARPENING YOUR COMMUNICATION EDGE: THE ART OF LISTENING, THE POWER OF SPEAKING
with Dr. Terry Paulson
$425 (US) per person

VIRTUAL SESSION (3-HOUR)

SHARPENING YOUR COMMUNICATION EDGE: THE ART OF LISTENING, THE POWER OF SPEAKING

In the age of empowerment, teamwork and constant change, there is no more valuable skill for leaders to develop than effective communication. In this workshop you will learn how to quickly connect with an audience, how to sell people on listening, how to keep your presentation from sounding rehearsed even when it is, and how to craft a message that gets results. Youll learn how to deal with tough audiences and how to use humor, participation and stories effectively. You wont have to speak in front of the group, but you will participate in exercises during the day that will help you make others take notice whether you are presenting new ideas to your boss, contributing to a discussion, or trying to persuade an audience to action.

DR. TERRY PAULSON

Dr. Terry Paulson is a PhD psychologist and author of The Optimism Advantage, Leadership Truths One Story at a Time, They Shoot Managers Don`t They, Speak Like a Pro, and Favorite Family Lectures. Hes featured in Nightingale-Conants audio series, The Optimism Advantage and Napoleon Hill 17 Principles of Success. Hes been honored as a distinguished faculty member of IMS. Since founding Paulson and Associates, Inc. in Agoura Hills, CA, Dr. Paulson has presented to such companies as IBM, 3M, Kaiser, and hundreds of hospitals, government agencies, and associations. Dr. Paulson is a past president of both the Global Speakers Federation and the National Speakers Association. Hes been inducted into NSAs CPAE Speakers Hall of Fame, an honor given to less than 220 speakers worldwide. Business Digest labeled him the "Will Rogers of management consultants." Dr. Paulson graduated with honors from UCLA and received his PhD in psychology from Fuller Graduate School of Psychology in Pasadena, CA.

TOPICS COVERED

DEVELOPING THE LISTENING ADVANTAGE

MAKE A CONSCIOUS CHOICE TO WORK AT LISTENING
BE AWARE OF YOUR FLAPPER VALVE AND THE NEED TO LISTEN LOUDER
HAVE OTHERS USE PHRASES THAT UNLOCK YOUR LISTENING SKILLS
KNOW YOUR OWN "TUNE OUT BUTTONS"
LISTENING FOR FREE INFORMATION--CONTENT AND PROCESS
LEARN THE ART OF DISARMING ANGER
HOW TO GENERATE AND USE ENTHUSIASM
THE LISTENING LEADER AND SMART QUESTIONS

PREPARING AND DELIVERING HIGH-IMPACT PRESENTATIONS

ASSESSING YOUR AUDIENCE TO CRAFT YOUR MESSAGE FOR IMPACT
TURNING SPEAKING ANXIETY INTO FOCUSED EXCITEMENT AND FRIENDLY AUDIENCES
GETTING THE AUDIENCE TO LISTEN BY USING A GOOD INTRODUCTION AND STRONG OPENING
CONNECTING TO YOUR AUDIENCE WITH HUMOR, STORIES AND HUMILITY

THE USE OF EYE CONTACT, BODY LANGUAGE AND GESTURES
DEALING WITH INTERRUPTIONS, HECKLERS AND OTHER UNEXPECTED DISTRACTIONS

FOR REGISTRATION PLEASE CONTACT: - IMS Regional Director -
Phone: Email: Website: **https://ims-online.com/leadership-development//**