Sharpening Your Communication Edge: The Art of Listening, The Power of Speaking

Session Details

Faculty: Dr. Terry Paulson
Date: Thursday, September 13, 2018

Location: Las Colinas Country Club
4400 North O’Connor Road, Irving, TX 75062
Phone: (972) 541-1141

Sign In: 8:30 AM
Session: 9:00 AM - 4:00 PM

Session Description

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. You’ll learn how to deal with tough audiences and how to use humor, participation and stories effectively.

Biography

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. He's featured in Nightingale-Conant's audio series, The Optimism Advantage and Napoleon Hill 17 Principles of Success. He's 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. He's 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.

Guide to Participant Selection

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Dallas-Ft. Worth
Time Allocation - Topics

50% 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

50% 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 power of participation using questions, exercises, and Q&A
- The use of eye contact, body language and gestures
- Dealing with interruptions, hecklers and other unexpected distractions
- Keeping it going how to continue to improve your public speaking skills

Focus

Primary - Leadership Development
Communication, Empathy, Interpersonal Relations, Judgment, Use of Time, Handling Conflict, Customer Relations

Secondary - Planning/Organizing
Problem Identification, Selecting and Organizing Information, Analysis, Generate and Obtain Plan Support

Tertiary - Executing/Controlling/Evaluating
Direction, Coordination, Guidance, Follow Up, Results Analysis, Evaluation

Level

Introductory  Intermediate  Advanced

FOR REGISTRATIONS PLEASE CONTACT: Mike Godwin
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