



Leadership and Negotiation – LAN I

Development of your social skills on international sites!

Your benefit

This tailored training for future supervisors and manager on site will help you to increase your skills in communication, teamwork & team success and leadership skills.

Objectives

The participants

- apply the basic principles of communication and argumentation in their job related daily routine
- convincingly represent and assert their own and common interests in a complex environment on site
- deal with conflicts in a professional manner
- assume the leadership and pursue management tasks
- evaluate the performance of others and perform self-assessment
- prepare and conduct meetings and negotiations in a professional way

Target Group

Field service personnel

Prerequisites

none

Content

- basics of communication and negotiation in regard of internal and external partners on installation sites
- systematic clarification of orders and tasks
- managing in complex environment – common understanding of management; management tasks; management instruments
- define the criteria for assessment of conduct and performance
- feedback process
- apply the new acquired skills into practice

Methods

Discussions, role play with video recording and feedback
Mutual appraisal of the various tasks performed in the course and mutual assessment of potential

Duration

5 days

Language

English

Weitere Informationen erhalten Sie:

Inhalte

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