



*Training Course:  
Advanced Communication & Problem Solving*

*29 April - 3 May 2024  
Rome (Italy)*

## Training Course: Advanced Communication & Problem Solving

Training Course code: PS235116 From: 29 April - 3 May 2024 Venue: Rome (Italy) - Training Course Fees: 5250 € Euro

### Introduction

All businesses in the current climate need a competitive edge. This can be gained through innovative and exciting products and services, or through effective and efficient world-class employees.

Top-performing organizations are passionate about their most valuable resource - their staff. To maintain their high standards, a large proportion of their time and energy is spent on continuous professional development, not only of their employees but of their business.

Teams that find solutions together make things happen. They are committed to getting the job done in the fastest and most efficient way. This doesn't happen by accident, it is down to leadership, trust, and teamwork. The finest teams have a clear direction and a route to reach their goal.

This highly interactive program investigates the tried and trusted leadership and management processes, procedures, and methodology used by many blue-chip organizations to achieve outstanding results. They utilize highly efficient management tools to develop high levels of performance from their staff. This, in turn, ensures the future and reputation of their companies through innovative development, service, and evaluation. This course offers participants practical solutions to work-related issues.

During the workshop, you will explore a variety of behaviors, discuss leadership styles, and learn how to get the most out of your staff by using state-of-the-art techniques such as Neuro-Linguistic Programming NLP and Emotional Intelligence EQ.

This course will give you the knowledge and understanding you need to move forward with enthusiasm and assurance. You will feel able to build a productive and cohesive unit, establishing strong working relationships with people at all levels. As you gain experience and confidence, you will be recognized as an able and supportive supervisor, leader, and manager by your company and colleagues.

### Course Objectives of Advanced Communication & Problem Solving

- Develop skills and abilities which can be put to immediate use in the workplace.
- Recognizing personal style and behavior preferences
- Build effective communication skills.
- Develop strategies for creating a positive work environment.
- Learn how to delegate and motivate.
- Build and develop teams.
- Recognize differing behavioral styles and learn to adapt to them in order to build lasting rapport.
- Understand the key roles you have in encouraging and developing your staff.
- Harness the power of personal motivation.
- Give and receive feedback on performance and perception.
- Massively improve your leadership skills.
- Use a team approach to solving problems.

- Understand and utilize a creative problem-solving process.
- Clearly analyze the source of problems.
- Learn to generate ideas and evaluate them.
- Implement and create workable action plans.
- Gain a greater awareness of yourself and your full leadership potential.
- Refine your leadership styles for the benefit of your team and department.
- Develop adaptability in dealing with different people.
- Enhance decision-making skills in employees.
- Apply effective decision-making skills in solving problems.
- Learn how to cultivate key leadership styles.
- Personal growth as an effective leader.
- Better understanding of how to lead others toward effective decision-making.
- Deepen personal insights on how to cultivate creativity in the organization.
- Manage relationships with others with an effective leadership style.

## Core Competencies of Advanced Communication & Problem Solving

Participants will develop the following competencies:

- NLP and Emotional Intelligence
- Problem-Solving tool kit.
- Creativity
- Communication and Interpersonal Skills
- Motivating Staff
- Assertiveness
- Leadership
- Management processes
- Building and Leading Teams
- Flexibility and versatility
- Improvement in individual and team performance
- Effective decision-making skills

## Training Program Outline

### Day 1: Building Lasting Rapport and Self Awareness

#### Session 1: Mastering Lasting Rapport

- The Art of Authentic Rapport
- Recognizing Behavioral Traits
- Adapting Your Behavior for Connection
- Enhancing Interpersonal Trust
- Empathy and Perspective Taking

#### Session 2: Navigating Self Awareness

- Introduction to NLP and Emotional Intelligence

- Exploring Personal Feelings and Emotions
- Uncovering Unconscious Messages
- Self-Talk and Self-Understanding
- Exploring Motivation through Maslow's Hierarchy
- Self-Reflection for Personal Growth

## Day 2: Crystal Clear Communication and Empathy

### Session 1: Effective Communication Strategies

- Active Listening and Skillful Questioning
- Cognitive Patterns and Communication Filters
- The Power of Metaphors
- Enhancing Perceptual Positions
- Fostering Trust and Well-Formed Outcomes

### Session 2: Empathy and Understanding

- Deepening Non-Verbal Communication
- Decoding Body Language
- Filters in Communication and Understanding
- Insights into Deception and Honest Communication
- Learning Styles and Behavior Modeling

## Day 3: Motivation and Values

### Session 1: Unpacking Motivation

- Logical Levels of Change
- Identifying Personal and Organizational Values
- The Role of Values in Motivation
- Goal Setting for Intrinsic Motivation
- Shaping a Positive Future

### Session 2: Crafting Effective Goals

- Goal Setting that Inspires Action
- Aligning Values with Organizational Goals
- Testing Well-Formed Outcomes
- Visualization and Future Projection
- Creating a Motivating Vision

## Day 4: The Psychology of Problem Solving

### Session 1: Psychology of Decision Making

- Introduction to Problem-Solving and Decision Making
- Exploring Psychological Thought
- Understanding Values in Decision Making
- Applying Lateral Thinking to Creativity
- Leveraging Psychological Types for Innovation

#### Session 2: Leveraging Creative Problem Solving

- Developing Whole-Brain Decision Making
- Nurturing Openness to New Ideas
- Unleashing Creativity in Teams
- IDEAL Problem-Solving Approach
- Practicing Divergent Thinking Skills

### Day 5: Effective Leadership and Problem-Solving Teams

#### Session 1: Leadership in Problem-Solving

- Aligning Leadership with Organizational Mission
- Encouraging Self-Initiated Activity
- Promoting Serendipity and Innovation
- Fostering Diversity in Stimuli
- Communicating Effectively for Solutions

#### Session 2: Dynamic Problem-Solving Teams

- Collaborative Decision Making
- Overcoming Mental Blocks
- Thinking Outside the Box
- Evaluating and Implementing New Ideas
- Creative Leadership for Effective Problem Solving

## Registration form on the Training Course: Advanced Communication & Problem Solving

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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Company Information

Company Name: .....  
Address: .....  
City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
Position: .....  
Telephone / Mobile: .....  
Personal E-Mail: .....  
Official E-Mail: .....

### Payment Method

- ☐ Please find enclosed a cheque made payable to Global Horizon
- ☐ Please invoice me
- ☐ Please invoice my company

### Easy Ways To Register

Telephone:  
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provisionally reserve your  
place.

Fax your completed  
registration  
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E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
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to: Global Horizon  
3 Oudai street, Aldouki,  
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