

# Strategic Communication

2 x 3 Hour Modules

**Q. How do you bring the best results out of those you work with?**

**A. The Communication Edge.** *This program is designed to equip participants with the practical and intuitive skills necessary to achieve harmonious and productive working relationships. Often in the corporate world people can be promoted on their technical abilities not on their ability to manage people. This can then become a challenging struggle balancing the behavioural and emotional management of people whilst delivering results. This course helps individuals understand the dynamics of human interaction to effectively formulate communication strategies to increase productivity.*



## You will learn

- How to build strategic relationships
- How to deal with personality types
- Communication and technology
- Effective listening techniques
- How to understand and read body language
- How to communicate with different authority levels
- How to identify power bases
- Influencing
- Managing conflict and emotion
- Dealing with difficult relationships
- Understanding the psychology of value

## The benefits

The skills learned in this course will increase the participant's knowledge and ability in the daily interaction and productivity of their working relationships. It will also bring an awareness to handle varied behaviour and personality styles and the planning and analysis skills enabling more effective management and communication.

*"The single most important ingredient in success is knowing how to get along with people."*

*Theodore Roosevelt*

## Designed for

This is applicable to anyone who manages a team, communicates both to internal and external clients or needs to effectively handle their working relationships to produce results.

## David Patmore and Strategic Communication

David has extensive national and international experience communicating in a variety of conditions. He has worked with many of the top 100 companies in Australia and has been instrumental in helping his clients increase their bottom line and achieve winning results. David has an impacting and engaging style, which is contemporary and relevant, equipping people with the necessary tools to effectively communicate.

*Strategic Communication covers two modules of three hours each run over two weeks. After the first module the participants will be given workplace activities to practice and apply.*