





Formation Balmont

1 Formatrice - 20 ans d'expertise - 80 thèmes de Formation - 7800 Stagiaires

Develop WIN/WIN relationships

Trainig objectives

-  Adapting negotiation style depending on personality traits.
-  Multiplying synergies in scenario-based training.
-  Negotiating by selecting the good strategy to develop.
-  Negotiating while developing the appropriate arguments using Transactional Analysis as a tool.

Public

Senior Executives, managers, team leaders, project managers, sales managers.

Program

Develop constructive relationships with transactional analysis
My relation to the others and the a-prioris

1. Presentation of the model transactional analysis
 - Three Ego states
 - Personal assessment
 - Your personnel experiences to practice identifying transactions
 - Asking the right questions
 - Time structure
 - Exploring your personality and the scripts
2. To decode the strokes
 - The identification
 - Understanding hidden transactions
 - To avoid cross transactions
 - How to develop positive transactions
 - Their importance in the working world
 - Send a positive message from a critical one
3. Reinforce positive thoughts in an attitude of "win-win"
 - Identify life positions
 - What role do I play in the "drama triangle?"
 - Build dynamic relationships
4. Establishing a contract to change effectively
 - The four conditions of Steiner
 - Develop an action plan and update it during the training

Training exercises

Exercises, self-diagnosis. This work will be supported by theory lessons or instructions or guidance



Duration : 2 days

(14 hours training)

Rates : 2156€

Dates : 6 & 7 Feb. 2025 - 22

& 23 May 2025 - 18 & 19

Sept. 2025 - 16 & 17 Dec.

2025 or you choose the dates

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Place : Lyon - Paris -

Toulouse

Code : ENG1509

Trainer :

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