

MAKE YOUR POINT

STAND YOUR GROUND

RHETORICAL DISCUSSION AND ASSERTIVENESS TRAINING

How can I hold my own in important discussions? Defend important opinions in the face of strong criticism? Not get silenced or pushed around?

The feeling of not being taken seriously, shrinking into the background in arguments and heated discussions, and giving ground too easily when challenged are all too commonplace.

This seminar gives you tools to improve on all fronts : To argue convincingly, creatively and appropriately. To make a confident and strong impression both verbally and non-verbally. To hold your own and stick to your message in the thick of confrontation, criticism and challenge. To remain active and present in group discussions.

WHAT WILL YOU *LEARN*

- 1 VOCAL & VISUAL
STRENGTHENING YOUR PRESENCE**
 - / Optimizing the voice
 - / Improving and grounding Stance
 - / Eye contact and body language
 - / Movement and proxemics
- 2 ARGUMENTATION
ARGUING CONVINCINGLY AND CREATIVELY**
 - / Thinking on your feet -improvisation
 - / Rhetorical tactics in discussions
 - / Talent, Tempo and Tone
- 3 CONFRONTATION
STAYING COOL AND ON-MESSAGE**
 - / Coping with the heat-mindfulness
 - / Turn-taking and staying active
 - / Asserting yourself appropriately
- 4 PERFORMANCE
PUTTING IT ALL TOGETHER**
 - / Preparation and practice
 - / Role-plays – performing under pressure
 - / Feedback – individual strategies



An instructive, entertaining and intensive training - perfect preparation for our international representatives' meeting. We focused on the targeted use of voice and body language and were able to improve considerably under your guidance. A really interesting, exciting and effective training that we can strongly recommend.



Peter Schwab, Managing Director, Brandenburger Isoliertechnik GmbH & Co. KG



Sein Einsatz hat ohne Zweifel unsere kommunikativen Kompetenzen im tagtäglichen Auslandsgeschäft sehr positiv beeinflusst.



Iris Kremers
1. Vorsitzende
neueLeben Versicherung
Vorstand Talanx



ORLANDO SCHENK

M.A.: SPEECH AND COMMUNICATION EXPERT

- / Qualified Speech Trainer (DGSS)
- / M.A. Speech, Communication and Rhetoric, Universität Regensburg
- / Training in communication psychology – qualified Heilpraktiker für Psychotherapie
- / 17 years of international coaching experience

MY ADDED VALUE

- / **Individual training:** I work in a different way with each client, and believe that I am there to help a client reach their own goals using their own inner resources.
- / **Native speaker:** I am an English native speaker with extensive training experience in the business sector. I speak fluent German and good French.
- / **Action plan:** You will receive individual feedback and take home an own action plan, enabling you to work specifically on your own weaknesses.
- / **Follow-up coaching on demand:** I offer short follow-up coaching sessions for future presentations on demand – either online or face-to-face.
- / **Flexible location:** I generally provide in-house programmes, but also host workshops in our own training facilities.

More information can be found at www.tinta-training.de or contact me:

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CLIENTS

Allen & Overy , London
University Mainz
University Kaiserslautern
University Geisenheim
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METRO Gruppe
Ernst & Young, Düsseldorf
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