



Red Education

ESTABLISHING TRUST IN THE WORKPLACE COMMUNICATION AND RELATIONSHIPS



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recommend
Red Education

Improve operational effectiveness, efficiency and performance

Struggling to engage with someone and wondering why your not getting anywhere?

This module explores how trust is established and provides participants with techniques and tools to ensure they are able to engage more effectively to build and develop trusting relationships.

Key Learnings Are...

- ✓ Understand how Task and Relationship Tension interrelate over time.
- ✓ Recognise buyer behaviours that indicate Relationship and Task Tension.
- ✓ Explore what to do to avoid the No Trust barrier.
- ✓ Learn four critical Relating techniques for avoiding the No Trust barrier.
- ✓ Practice applying the Relating techniques.

Contact:

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Duration : 3 Hours

Virtual Instructor Led Training