



Red Education

UNDERSTANDING MOTIVES IN THE WORKPLACE COMMUNICATION AND RELATIONSHIPS



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This module makes sense of motives and provides participants with an approach that will help to understand, recognise, and appeal to the different task and personal motives that influence people to take action.

Participants learn questioning and listening skills and apply these to uncover influencing motives of others in the workplace how to appeal to these and secure agreement or commitment to move forward.

Key Learnings Are...

- ✓ Questioning Skills.
- ✓ Listening Skills.
- ✓ Identify Cues or Pings.
- ✓ Recognise and describe Task Motives.
- ✓ Recognise and describe Personal Motives.
- ✓ Identify driving motives.

Contact:

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Duration : 3 Hours

Virtual Instructor Led Training