

Interpersonal Skills

Team Integration



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EST 1970



The core value of this classic seminar is that we are dealing with an integral part of any business or home – people. What is vital in the success or failure of a team or an organisation is its people, and how effectively they integrate and communicate with one another.

When a team is under pressure and stress, communication breaks down and all sorts of perceptions are created in that state of tiredness and frustration. This can be the case in any team where perceptions again, can prevent a team from pulling together and where relationships need to be re-established. Breaking through these perceptions to open up this communication in a non-threatening way allows the team to gel together again as a unit. This lays a powerful platform for re-energizing and re-motivating each individual in the team.

Programme Objectives

- * The group is given a simple understanding of how our programming in life happens, the roles that perceptions, values, beliefs, cultures and habits play in our day to day interaction with our fellow human beings, and why we all see life differently.
- * The delegates assess the company in terms of strengths and weaknesses and through a detailed process, come to practical solutions to rectify some of these areas.
- * Delegates will be made aware of the affect their behaviour has on the team and how it is being perceived.
- * A very practical session on the mind is given, allowing delegates to understand in a very simple way how influential their state of mind is in achieving positive results.
- * They will learn simple yet effective ways of changing their thinking habits and how to programme new beliefs.
- * Delegates will come to understand that their attitude has a major effect on their results in life.
- * Delegates will discuss the differences in people. They will learn, through a measuring process, how to read and understand appearances and behaviors in others.
- * Delegates will be taught a simple process of measuring behaviours to ascertain the individual's personality style.
- * Each delegate will be measured and given accurate and practical feedback of their personal style, including their secondary style.
- * Delegates will learn the simple but practical ways of approaching the different styles to build trust and rapport.
- * They will identify people with whom they have had problems communicating, and thereby understand how to rectify and build a relationship with that person.
- * Delegates will learn the meaning of flexibility in communication. We cannot change our personality, but will learn how to adapt to others.

Specific Applications

- * Improving the effectiveness of a team
- * Changing culture and cutting through miscommunication and perceptions
- * Creating understanding and resolving conflict between departments or teams
- * Gelling teams who have been through big changes, i.e. change in management or leadership
- * Resolving conflict within teams
- * Dealing with customers, and building relationships effectively

The seminar is simple, practical and fun. Although delegates will discover their own strengths and will be made aware of the areas in which they can be more effective, or how their behaviour is being perceived by the team, the seminar is in no way confrontational or threatening.

It allows individuals within the team to understand one another from a behavioural point of view. This understanding removes an enormous amount of frustration.

Often we look outside of ourselves for solutions to our problems, when our most powerful resource exists within us. Learning how to access this inner power allows us to manifest results we never believed possible. This seminar facilitates a huge amount of personal growth. This seminar uses Neuro Linguistic technology.

