

# RELATIONSHIP DYNAMICS

## COURSE CODE

2102

## COURSE COSTS

contact us for details

## DURATION & LOCATION

1 day

## DEVELOPMENT UNITS

7

## PRE-REQUISITES

N/A

## AUDIENCE

This course is designed to be of benefit to business analysts, project managers, project team leaders and general business staff.

## DESCRIPTION

Status is something we do, not something we are anyone with whom you interact, be it your boss, your customer, your co-worker or a vendor, the dynamics of the interaction impact your business. Learning how to recognize, understand and harness dynamics will open your eyes to a new and advantageous under-the-surface mode of communication.

Experiencing and exploring proven improvisational techniques and principles, participants will discover how to optimize their relationships to generate desired results.

## KEY LEARNING OBJECTIVES

- Understanding Relationship Dynamics
- Adjusting the Dynamics to Influence Others
- Playing the Missing Piece to Get what You Want
- Learning to Equalize Status
- Reading Body Language Plus Using relationship dynamics to empower your team Applications of equalizing status (building trust) Understanding your natural (preferred) status role