Having confidence, being able to convince others, are traits you cannot do without if you want to achieve even more. You will evaluate and enhance your repertoire of personal and social skills in this 3-day top-level personality training for managers.

DESCRIPTION

In today’s turbulent times, executives and managers are expected, more than ever before, to master difficult situations, and prevailing management methods are increasingly not enough. Developing your own leadership personality and presence – so you come across authentic, clear-headed, competent, and a person people want to know – will lead to trust, respect, recognition and sustainable success as a manager.

You can lead more effectively, be calm and composed, if you know your own personality, your own resources and potential. Confident managers like you need to know your strengths and weaknesses. You need to have a clear picture of how your behavior effects those around you, so you can use this to strengthen your people skills even further. We will show you how to achieve this.

KEY BENEFITS

This course will help your personality be even stronger than it already is. You will evaluate and enhance your repertoire of personal and social skills by using them in various simulated real-world business situations. Under no circumstances will you practice the same behavior each time. On the contrary, you as a person – with all its rough edges – should be visible at all times. You will learn how to handle public and private situations with confidence and to be effective and convincing.

WHO SHOULD ATTEND

Motivated managers who seek an open and constructive evaluation of their personality and how they appear to others in professional and private situations
Professionals and specialists who want to attain tools that will help them use their personality to even better effect
People pursuing important positions at their company and want to have the personality to achieve it
Curiosity and the willingness to question yourself as a person are the prerequisites for successful participation in this seminar.

AREAS OF FOCUS

Recognizing your own personality type and your own behavioral patterns
Attributes of management and leadership behavior
Growing with leadership tasks
Self-analysis and how your surroundings, employees, supervisors and customers perceive you
The secret behind coming across in a positive way to others
A successful manager’s appearance and its effect on others
How to recognize and master insecurity and doubt
Dealing with conflicts and fears in a professional way
Analysis and targeted application of your strengths; identifying and compensating for weakness
How to motivate others, get them enthused about their work
Improving the quality of personal relationships – knowing human nature and trusting others
Recognition and respect
Verbal and non-verbal communication expertise and its effect on others
Tips and tricks for the right outfit and appearance
Targeted use of language, rhetoric and behavioral patterns
Ways to be even more calm and collected
Recommendations for reducing stress when appearing in public and privately

«It was a pleasure to learn and improve my skill-set in a very personal setup. It was a lecture with profound knowledge, examples and experiences to foster my skills.»

Nicole Martens, adidas AG

Sessions & Fees

<table>
<thead>
<tr>
<th>Session</th>
<th>Dates</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>EP1410</td>
<td>Mar 30 – Apr 01, 2020</td>
<td>Berlin, GER</td>
</tr>
<tr>
<td>EP1420</td>
<td>Aug 26 – 28, 2020</td>
<td>Zurich, CH</td>
</tr>
</tbody>
</table>

Duration: 3 days
Fees: EUR 2,900.– | CHF 3,300.– | US$ 3,600.–

Registration: [www.bostonprograms.com/ep14](http://www.bostonprograms.com/ep14) or registration form on the back of the brochure

Are you interested in corporate education or consulting?
Call us at: +41(0)43 499 4020
General Information

Registration and Confirmation
You can register by email, mail or FAX, or at our website. Once you register, you receive written confirmation, including detailed information on the location of the program, travel directions, hotel accommodations and an invoice for the program fees. If the program is fully booked, we notify you immediately. When you complete the program, you receive a certificate of attendance. Please note that the program curriculum, faculty and hotels are subject to change and/or amendment.

Change of Registration
If you need to change your registration, please notify us at least 6 weeks before the program starts. A change of registration entails a fee of 300 Euros. Under some rare circumstances, a program or parts of a program may have to be postponed or modified. In such cases, we will notify you immediately to ensure that you can attend an alternative program with similar content.

Cancellation
You may cancel your registration free of charge 3 months before the program starts. If you cancel between 3 months and 6 weeks before the start date, you will be reimbursed 40% of the program fees. For cancellations within 6 weeks of the program start date, you will be charged the full program fees. You can arrange to have someone take your place up to 3 days prior to the program start date.

Program Fees
Program fees for our seminars and programs include the faculty fees and educational materials associated with the program (V.A.T. is not included). Accommodations and meals are not included. If only parts of a program are attended, missed parts may not be made up. Payment is accepted in Euros, Swiss Francs or US Dollars. Reference currency: Euro.

Accommodation, Daily Delegate Rates
Our programs are held at high-quality hotels and seminar centers. Participants are not obligated to stay at the seminar hotel. Note, however, that Boston Business School customarily negotiates a special room rate with the seminar hotel. Unless it is included in the accommodation rate, an additional daily delegate rate for lunch, coffee, etc., will be charged to participants. For rooms at the seminar hotel, participants make their own reservations following instructions provided by Boston Business School, and pay the hotel bill on the final day of the program.

Insurance, Disclaimer
Boston Business School does not offer insurance to participants. Therefore, participants must carry their own insurance policies to protect them from damages due to accidents, disease, theft and so on. Boston Business School cannot be held liable for damages. Terms, conditions and course content are subject to change and/or amendment.

Registration Form
Please complete and print this registration form and mail or FAX it to:

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Internet www.bostonprograms.com

Additional registration forms can be found at www.bostonprograms.com/international