

# LEADERSHIP – Advanced behaviours for Leadership

Intermediate / € 340

Titles of modules	Objectives	Content
CREATING A BALANCE BETWEEN DIFFERENT TYPES OF ARGUMENTS	This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication: - identifying the 3 types of negotiation arguments: factual, emotional, rational - being able to respond to an overload or lack of an argument type to keep the argument triangle balanced	<ol style="list-style-type: none"> <li>1. Build your facts</li> <li>2. Design an architecture of rational arguments</li> <li>3. Spot emotional arguments</li> </ol>
UNDERSTANDING BEHAVIOURAL REFLEXES	This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication: - understanding behavioural reflexes & being able to identify them in a negotiation so as to work on changing them when necessary	<ol style="list-style-type: none"> <li>1. Understanding the nature of a behavioural reflex</li> </ol>
TYPES OF BEHAVIOURAL REFLEXES	This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication: - understanding the basics of Neuro-Linguistic Programming - understanding the 4 types of behavioural reflexes - detecting behavioural reflexes based on the negotiator's communication, speech and body language	<ol style="list-style-type: none"> <li>1. Why NLP?</li> <li>2. Typologise behavioural reflexes in 4 types</li> <li>3. Discover verbal-vocal-body reflexes</li> </ol>
DETECTING BEHAVIOURAL REFLEXES	This module aims at being able to detect behavioural reflexes & differentiate arguments to improve negotiation communication: - being able to detect the 4 behavioural reflexes & respond accordingly	<ol style="list-style-type: none"> <li>1. Detecting the dominating reflex in the verbal &amp; body language</li> <li>2. Detecting the seducing reflex in the verbal &amp; body language</li> <li>3. Detecting the evaluating reflex in the verbal &amp; body language</li> <li>4. Detecting the avoiding reflex in the verbal &amp; body language</li> </ol>