



MARIE-THEREZ
L O R E N Z

Communication and Personality Training

Key Skills for More Success

In difficult meetings, tricky leadership situations and energy-sapping conflicts, in challenging conversations and important presentations, **confident and effective communication**, a **self-aware and assertive personality** and **effective self-leadership** are the keys to success.

I offer training courses on these topics, which can be held in both individual and team settings and can be tailored to your individual needs.

Confident communication

Learn how to use your **voice, language and body language** to express yourself **clearly, freely and vividly** and to manage your **personal impact** in an authentic way.

This involves the non-verbal (body language) and paraverbal (voice, tone of voice, pauses, pace of speech, etc.) elements of communication which determine up to 90 % of how our communication is interpreted.

Effective Communication

Develop the ability to **communicate in a goal-orientated and constructive way** in order to influence effectively, achieve goals and **resolve conflicts successfully**.

The focus here is mainly on the content of communication, but body language and voice are also helpful factors.

Self-awareness and self-leadership

Discover more about your **strengths** and how you can **overcome your own personal challenges** and obstacles more effectively. Become aware of **beliefs** that limit you and internalize new, beneficial ones. Learn how to influence your emotional state and activate helpful **inner resources**.

More self-awareness and better self-leadership mean more well-being, more charisma and more assertiveness.

In all training sessions I balance acquisition of **knowledge, practical exercises** as well as **individualized feedback**. To allow the greatest possible and sustainable learning success, I attach great importance to practical and realistic implementation and we work specifically on the **transfer to everyday working life**.