Successful teams make for successful organizations. A well-functioning team can boost morale and productivity. Communication is at the heart of a team’s success. Therefore, this training ensures your team is equipped with the most vital communication skills and strategies they need to succeed on a daily basis.

Just as most of an iceberg is unseen, so are the main drivers of communication. It is important that your team understands the communication drivers hidden below the surface, so they do not become obstacles to success. Beliefs, filters, strategies, emotions, context, and other drivers influence how teams communicate with one another and with key stakeholders. This training takes the mystery out of communication, so your team can improve how they work together and improve their ability to influence others.

Participants practice strategies that result in targeted communications: communications that hit the strike zone, improved productivity and better strategies for achieving workplace goals. They learn about invisible communication filters that affect how they interpret messages, how they listen, how they perceive and provide feedback. In short, participants develop a new awareness of themselves and others: how they communicate and how others communicate, so they develop better skills to be more influential.

Who Can Benefit?
- Teams
- Anyone supporting team functions

Key Benefits
- Develop strike zone communications
- Enhanced awareness of team communication
- Insights into how communication affects team success
- Understanding of how communication really works
- Awareness of communication “process” versus “content”
- Self awareness of strengths & challenges
- Adjustment of limiting beliefs and attitudes
- Awareness of communication filters that impact how others hear you
- Alignment skills for handling objections
- Better language choices to create teamwork
- More effective feedback strategies
- Learn “deep listening” skills & strategies
- Identify filters that block hearing
- Enhanced information-gathering skills
- Stronger rapport and relationship capabilities
- Better management of emotions
- New skills to better read others
- Insight into key, non-verbal cues
- Skills to manage emotions
- New thinking about different perspectives
- Steps to create effective outcomes
- Eye-opening strategies for handling conflict
- Awareness of how to motivate others
- Enhanced skills for effective messaging

Why Benchmark?
- Experts in communication, mind filters and Neuro Linguistic Programming (NLP), the study of language & effective communication patterns
- Top-rated instructors; top-notch strategies
- An interactive and motivating environment

Get Going Now!
Contact Benchmark today to reserve training dates, or to explore specific training goals. Benchmark can come to your site, or arrange for training at another site. Private communication coaching is also available.