



@ASK Training
Attitude | Skills | Knowledge

Keys to Instant Rapport – Effective Communication for Better Working Relationships

Course Code:

ASKKNR

Course Duration:

1 day (8 hours), 9.00am - 5.00pm

Course Fee:

\$600 (\$648 Inc. 8% GST) per participant

Course Venue:

Hotel

Course Dates:

<https://asktraining.com.sg/course-calendar/>



Course Synopsis

Why is it that some people are able to connect with others so effortlessly? It is a common misconception that these people possess a certain charm or are able to present themselves well.

One common unmistakable trait found among people who succeed professionally in their careers, is that they – possess an ability to connect quickly with others... and thus are able to form strong relationships with the important people they work with.

At first, it may seem like this ability is a ‘natural-born’ talent possessed by a lucky few, but the truth is – you too can experience interpersonal success with people by applying a proven arsenal of rapport-building secrets and relationship-forming strategies.

With proper training and guidance, anybody is able to build long-lasting relationships with others. In our course, we share with you the strategies and techniques applied by top networking individuals around the world and teach you how to effectively communicate with others to build better working relationships.

This workshop equips you with new psychological discoveries and skillsets to create close ties with others – that will have you enjoy connective and mutually-supportive relationships with the key people at work (including your colleagues, superiors and clients).

Course Objectives

By the end of the course, you would be able to:

- Understand the psychological methods to connect with people and create trust (as quickly as within the first minutes of knowing them)
- Heighten your likability in the minds of others using the strategies of 'personal magnetism'
- Implant rapport-encouraging words & phrases in your conversations to build
- closer bonds and relationships with people
- Convert the behaviours of hard-to-get-along or hostile individuals and have them become more agreeable and cooperative
- Obtain long-lasting supportive relationships and trust with important people (such as colleagues, superiors and clients) in your career

Course Outline

- The secret psychology of how trust can speedily happen between two people
- A key technique to trigger 'feelings of connectedness' in people (this happens as quickly as within the first 2 minutes of meeting)
- How to increase your personal likability and have others feel comfortable in getting closer to you
- Why most dialogues between people are mostly 'surface talk' that doesn't connect (and how to turn things around by applying a method that creates 'connective conversations')
- What to say and do to increase another person's willingness to cooperate with you 3 factors (proven by scientific behavioral discoveries) on how genuine liking between human beings are formed