

PIASECKA  ŻYLEWICZ

selective training

Trainings

Trainings A-Z

Chairing effective meetings 23	Efficient feedback 8	Presentation techniques 9
Change management 20	Emotion management and emotional intelligence 16	Relaxing at the office 25
Coach approach 7	Employee Engagement 12	Sales techniques 28
Communication between men and women 17	Exercise for the brain, concentration and attention 18	Stress management 5
Communication techniques: non-verbal communication and acting techniques in business 4	Happiness at Work 11	The language of benefits – modern persuasion 27
Conflict management 21	Leader charisma 6	Train The Trainer 19
Customer Engagement 13	Managing through Values 14	Transactional Analysis in business 22
Effective Communication and games we play 15	Negotiations 29	
Efficiency 3	Partner sales – long lasting customer relationship building 24	
Efficiency on the phone 10	Partner sales – long lasting relationship building 26	

Efficiency

3

Fact

Only one in five people is really engaged the work they do, while over 100 studies confirmed the relationship between employee engagement and their efficiency.

Piasecka & Żylewicz

Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl

office@piaseckazylewicz.pl

+48 22 657 23 65

Why is it worth it

An engaged employee is one who accomplishes goals set by themselves and their organisation, uses time management and action prioritizing rules, and, most importantly, can work under time pressure in a way that lets them stay healthy and avoid burnout.

What is going to happen

We are going to start with overcoming our attitudes and assumptions that block our efficiency, then go through rules that are related to time management and delegating, and finish with strategies and specific emotion and stress management techniques we can use under time pressure.

Who is it for

All company employees.

Time: One-day workshop.

Communication techniques: non-verbal communication and acting techniques in business

Fact

93% of communication is non-verbal. Mirror neurons of our interlocutors receive the attitudes and intentions beyond our words.

4

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

In situations in which there is a contradiction in our communication, when the words say something different than the body, and the voice tone does not support the content, the listener is always going to believe the non-verbal message. It is worth to make sure our message is coherent and analyze how authentic we are not so much in what we say, but rather in how we say it.

What is going to happen

A unique and interactive workshop which aims at making the participants aware of their communicative tendencies on the non-verbal level and of how important an honest and authentic intention is in making the desired impact on your team, your audience or your customers. Using acting techniques in everyday work relations in a way that words are supported by suitable non-verbal communication helps the participants to be efficient in work-related relationships.

Who is it for

All employees, especially sales departments and managers.

Time: Two-day training.

Stress management

5

Fact

Harvard and Yale scientists found that thanks to a more realistic outlook on stress, in the study population of 380 managers productivity rose by 30%, and physiological symptoms of stress such as headaches, back pain, and tiredness fell by 23%.

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

We cannot avoid stress at work, though we can avoid its negative effects. Looking at stress and difficult situation from a different angle, and using it to be efficient enables us to reduce its negative impact on how we function and how we feel.

What is going to happen

At the training, the participants are going to find the positive aspects of stressful and difficult situations. They are going to work on the self-awareness level – to understand what difficult situations mean to them, what symptoms of stress they suffer from. They are also going to learn the specific methods and techniques of efficient stress management.

Who is it for

All company employees.

Time: One or two-day workshop.

Leader charisma

6

Fact

Charisma is not quite in-born. It is rather a set of abilities that were practiced as early as in Aristotle's times. Everyone of us can develop them to influence others more efficiently, to inspire trust and to be more of a "leader" than a manager.

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

Enhancing one's leader charisma is always a sound investment in one's development. Thanks to these abilities, a manager can be more efficient in motivating people to cooperate. In being charismatic leader, you can inspire people with a vision of an aim that is important for the whole department or even the whole organisation.

What is going to happen

The participants are going to learn not only what kind of attitude helps in being a charismatic leader, but also learn methods and tactics (both verbal and non-verbal) that help consciously work on one's charisma.

Who is it for

Managers.

Time: One-day or two-day workshop.

Coach approach

7

Fact

According to Goleman, in the complex and constantly changing business reality, managers need different abilities within a number of numerous styles of team management. One of them is the “coach approach” style.

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

Through the use of coaching techniques and coaching approach in addressing their co-workers, managers increases their teams' efficiency and engagement.

What is going to happen

The participants are going to learn the key rules and intentions that form the coaching management style. Within this approach, they learn what kind of communication with the team it is good to embrace, and what kind of situations it works in best. Specific techniques and abilities practices during the workshop will come in handy also in the context of team development and pursuing short term and long term goals.

Who is it for

All employees, especially sales departments and managers.

Time: Two-day workshop.

Efficient feedback

Fact

Efficient feedback is key to manager's success. If the manager can give useful feedback to their co-workers, their productivity is going to rise.

8

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

In giving efficient feedback, managers raise their own efficiency, and increase the efficiency and engagement of their staff. Their trust and positive self-confidence in work-related situations rise, too.

What is going to happen

From the very basics – i.e. the awareness what to give feedback for, through the key rules on how to do it, finishing with a set of techniques for positive, +/-, and negative feedback.

Who is it for

Managers.

Time: One-day workshop.

Presentation techniques

Fact

It usually takes me more than three weeks to prepare a good impromptu speech.

Mark Twain

9

Piasecka & Żylewicz

Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl

office@piaseckazylewicz.pl

+48 22 657 23 65

Why is it worth it

To sound natural, and at the same time, to achieve an important presentation goal, it is not enough to be an expert in one's field. You need a good strategy and be very well prepared.

What is going to happen

The participants are going to learn the best strategies for successful presentations, techniques and methods supporting the message and aimed at achieving the goal; they are going to work on the verbal and non-verbal communication of the presenter. In the course of active practice (they are, among others, recorded on video), they learn what their strengths are, and on this basis their positive self-confidence is reinforced.

Who is it for

Every person who gives presentations.

Time: Two-day workshop.

Efficiency on the phone

10

Fact

Communication on the phone is very different from the communication face-to-face. Here, rules change, as different ones tend to work.

Piasecka & Żylewicz

Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl

office@piaseckazylewicz.pl

+48 22 657 23 65

Why is it worth it

Training during which the participants learn not only what to say, but also how to communicate during phone conversations. The programme of the training is adjusted to the specificity of work and the aim of phone conversations conducted by the participants.

What is going to happen

Starting from the key rules on talking on the phone (incoming and outgoing calls, complaints, debt collection on the phone), through verbal communication (communication typology, key words, no-no expressions, managing objections and difficult clients) and non-verbal communication in phone calls (tone of voice, body language, articulation, quality of speech, emotions and attitudes in phone calls).

Who is it for

For everybody who has to conduct phone calls, for call centre staff, for departments who work with clients on the phone.

Time: Two-day workshop.

Happiness at Work

Fact

We work with tools
that measure the level
of happiness at work

Why is it worth it

The definition of happiness assumes that happy people have a state of mind which allows for taking optimal action in every kind of business situation. Thanks to that, Employees achieve better sales results, take shorter sick leaves or stay with companies longer. The method by iOpener Institute from Oxford allows us not only to be proud with these changes, but also to apply very efficient tools enhancing the happiness levels at work.

What is going to happen

From a workshop on simple techniques that increase individual levels of happiness as of now, to examining the whole organisation and support in implementing strategic changes. To find concrete information for organisations, please see the Happiness at Work tab on our website.

Who is it for

Everybody. Full support of the Board is essential to enable strategic changes.

Time: From an hour-long workshop to a large, several-year-long project.

Employee Engagement

12

Fact

A Gallup Poll of 2012 shows that 25% of most engaged employees in a company are 18% more productive than the rest, generating 11% more revenue (a sample of 23 000 organisations).

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

An engaged employee means an engaged customer. We can provide concrete examples of projects implemented in Poland. Thanks to simple actions you can boost creativity, resilience and quality of communication in your team. Around the globe, companies find that investment in engagement is the most efficient way to build a loyal group of customers, and to build a company that does very well at the times of prosperity, but also at the times of crisis.

What is going to happen

Work on the rightly understood pride (I am proud to work for my company), trust (I trust my company) and recognition (my company builds my sense of worth in a variety of ways). How to work on raising these levels from the position of the manager? The board?

Who is it for

For presidents and boards of directors who wish to strengthen their companies and achieve long term changes in their staff attitude. For managers who wish to work with their teams and for teams of engaged members. For brave managers who value the independence and ideas of the whole team.

Time: From two days to a year-long project.

Customer Engagement

Fact

Are your customers happy with the services and products your company offers? Or would you rather say they are engaged in relationships with your company? According to a study by Eisenberg & Eisenberg, 60-80% of customers who change a brand were happy before the change. Only true engagement builds the true loyalty.

Why is it worth it

An engaged employee means an engaged customer. We can provide concrete examples of projects implemented in Poland. Thanks to simple actions you can boost creativity, resilience and quality of communication of your team. Around the globe, companies find that an investment in engagement is the most efficient way to building a loyal group of customers and a company doing great at the times of prosperity, but also at the times of crisis

What is going to happen

From changing the model of working with customers, to the modern tool of gamification – the options are infinite. Together, we are going to build tools to work with your customer in an engaging way, and thanks to your motivation, creativity and engagement, we are going to reach your customers in way that is much more real and so much more unique.

Who is it for

For presidents, boards of directors and managers who wish to strengthen their companies and achieve long term changes in customer relationship.

Time: From a three-hour-long workshop to a year-long project.

13

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Managing through Values

Fact

96% of staff of corporations we studied do not know the values of their companies.

Why is it worth it

Market leaders who know their values, and who act in business according to their values, keep their leaders' positions. Ones who fight for leader's positions build additional motivation for the race this way.

What is going to happen

Thanks to our experts on neuroscience, we are going to see to what extent our brain is determined by values. We are going to see how real values attract talents and customers. Maybe we will name such values as respect, loyalty or striving at development anew, and we will show how to act according to them?

Who is it for

For everybody. Understanding and believing in the company's values is the best talent retaining mechanism. This is particularly important when working with generations who are just entering the market – for them it is the employer who matters, and not so much the work itself.

Time: From a thrilling 90-minute speech at a conference, to a one- or two-day-long workshop for the staff, managers and board, to strategic games that restore everyday understanding of the values of your company.

14

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Effective Communication and games we play

Fact

“The ability to communicate has become something for which I am in today’s world willing to pay more than for anything else”

John D. Rockefeller

We are all different and ever since we have been communicating in a way that seems to us most natural and most convenient. At work, this is not enough – apart from communicating, you need to make sure you are being understood.

Why is it worth it

Understanding communicative differences, and, most importantly, finding a way to attune to those we communicate with everyday, provide a key to relationship building – here and now, but also strategically: for long years of cooperation.

What is going to happen

From simplest typologies, to advanced managing challenges at work with the most difficult interlocutors. Apart from direct communication, we all play communicative games – and being aware of them, and being able to identify them gets us a step ahead than the average participant of a typical training on effective communication.

Who is it for

For everyone who works with people. For those struggling with difficult customers and difficult co-workers. For those who do not believe that it is possible to communicate with everybody.

Time: From an inspirational workshop that lasts a couple of hours, to two-day-long training connected with solving the most difficult communicative case studies.

15

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Emotion management and emotional intelligence

Fact

Emotional life is a domain that, as surely as math or reading, can be handled with greater or lesser skill...

Daniel Goleman

It is worth to realize that emotional intelligence is not just a blurred psychological idea, but rather 4 specific levels of abilities that can be trained and reinforced – at home and at work.

Why is it worth it

It is not important what different personalities there are in our team. If we make sure that everybody is aware of their role, power, and aim, and when we combine this with suitable integration on the level of both values and interpersonal relationships, we can create a perfectly working team.

What is going to happen

From short interactive integrating workshops full of tasks and quizzes aimed at getting to know each other better, through workshops on recognizing your own style of work and on teambuilding, to advanced strategic games in which only the really well integrated teams have a chance of winning a real prize.

Who is it for

For those who want to better understand themselves and others in the context of mutual cooperation. For those who like to respect differences between people and to nurture what is between them.

Time: From a couple of hours to a whole day workshop.

16

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Communication between men and women

Fact

According to Friedemann Schulz von Thun, men and women use totally different ears, which is why they receive the world in different ways.

Why is it worth it

Being aware of the strengths underlying our nature, men and women may consciously avoid the traps of stereotypes, and instead, stress their advantages and efficiently use their potentials, both in their professional and private lives.

What is going to happen

The training is a communicative workshop – starting from a biological analysis of differences between sexes, we arrive at the core of efficient communication. We practice the art of dialogue, the art of both listening and hearing, and then talking in a way that is understandable to the interlocutor. In the following part of the training we work on building one's own image with the use of very specific strategies and counter-strategies of self-presentation for both of the sexes.

Who is it for

For those who work in mixed gender groups or who face the challenges of communication between men and women on everyday basis.

Time: One or two training days

17

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Exercise for the brain, concentration and attention

Fact

Statistically, every day we are faced with as many as 34 gigabytes of data from the world that surrounds us. Our brain is not able to analyze it all, which is why it often acts as if it was cheating or misleading us.

Why is it worth it

We use the brain to make decisions and think rationally. It enables us to concentrate and to focus. Thanks to millions of years of evolution it is truly sophisticated, but it turns out that it sometimes plays tricks on us. Thanks to systematic activities we can strengthen it so that we can work and relax even more efficiently.

What is going to happen

We are going to learn the secrets of the mind than make us who we are, and behave the way we do. We use biology and connect it with neuropsychology, answering the question how to train the brain every day.

Who is it for

For those who want to develop their abilities wisely, to train their skills of concentration and attention, to stay intellectually agile longer, and even to learn to trick their own brain in the areas where the evolution seems to act to our disadvantage – ‘cause, why does our reason so often make us take unreasonable decisions?

Time: From short workshops of inspirational role, to two-day-long training of intellectual skills

18

Piasecka & Żylewicz

Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl

office@piaseckazylewicz.pl

+48 22 657 23 65

Train The Trainer

Fact

People remember only 10% of what they have read and as much as 90% of what they have said and done. A good trainer knows that today, apart from providing exceptionally practical workshop and numerous occasions for reflexion, they also need to ensure a truly interesting formula and great atmosphere of the training.

Why is it worth it

Trainer's abilities are useful in many positions – not only for those, whose job it is to strengthen abilities of others, but also for leaders who work with their team on everyday basis.

What is going to happen

The Train The Trainer workshop is a broad and detailed portion of knowledge and skills that regard working with people. Basing on the fundament of group work assumptions, we teach our participants how to plan, design, run and then evaluate the whole training enterprise. Apart from solid knowledge we provide the soft support – training with expert actors or work with a video camera. All of these so that after the training with us, the charisma and skills make the participants such trainers they would themselves like to be trained by.

Who is it for

For everybody for whom training skills with coaching elements are a basis for professional success.

Time: A minimum of two-day training, up to advanced classes in the form of Business Trainers School.

Change management

Fact n° 1

Changes are really nothing new, we live in a constantly changing world. What is new, however, is that today changes are sudden and have more violent character than in the past, and that the progress is often unpredictable.

Fact n° 2

We obviously think that we always lose more than we gain as a result of changes. If we do not have the opportunity to express our emotions, fears, reservations we think that we are the VICTIMS and not the DIRECTORS of the process of change.

Why is it worth it

“A pessimist sees the difficulty in every opportunity, an optimist sees the opportunity in every difficulty” – Winston Churchill

If we want to face the requirements of today's world, we should learn how to react to changes quickly and reasonably.

What is going to happen

The participants are going to understand why it is natural for us to oppose change. They learn the successive stages of going through change, familiarizing themselves both with the difficult emotions and with the process of eventual adaptation to change. The training has a largely motivational function – it shows, with the use of numerous examples, that a difficulty may be transformed into a huge success. We are eager to involve a special guest into the programme of the training – depending on the specificity of your branch, it is always a person who shows in an inspirational way how you can efficiently manage the change.

Who is it for

For all teams that are facing or are in the process of smaller or bigger revolutions, changes or reorganization.

Time: One- or two-day-long workshop.

Conflict management

Fact

Suitable conflict and negative emotion management allows for achieving many positive outcomes and teamwork efficiency enhancement.

Why is it worth it

Conflicts at work are related to a high risk of negative emotions. It is possible, though, for conflicts and arguments to bring benefits to both sides. Constructive management of conflict situation increases creativity, enhancing engagement and motivation for further action at work. In the long term perspective, efficiency, ability to reach goals, the way we feel and the quality of interpersonal relations improve.

What is going to happen

At the training the participants are going to broaden their awareness of the positive powers of constructive conflicts, they are going to learn and use tools and techniques necessary to communicate efficiently in difficult situation, and assertively express emotions and criticism, they are going to realize what are the styles of communication and conflict solving that they have been using so far.

Who is it for

All company employees.

Time: One-day workshop.

Transactional Analysis in business

Fact

Transactional analysis is a theory and a set of tools that develop communication, used by world business leaders, who, while performing organisation diagnosis, implement tools that improve the quality of communication.

22

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

Communication training is one of the most common investments in the staff. It happens, however, that effectiveness of such training is not high enough to enable the quality of interpersonal communication to improve. Transactional Analysis provides a complex approach, which enables real change at the individual, team, and organisational levels.

What is going to happen

At the training the participants are going to learn, among others, what their current communicative structure is, what their dominant personality driver is, and what the so-called stroke economy is – the distribution of given and received feedback; so that they can communicate even more efficiently every day at work – with their subordinates, with their teams, with external and internal clients.

Who is it for

For all company employees.

Time: From one-day workshop on the elementary level up to a series of extended workshops.

Chairing effective meetings

Fact

Effective meetings translate into real profits for organisations.

Why is it worth it

Time is a non-renewable asset. This is why it is essential for us to devote it to efficient activities, which easily translate into the level of our goal completion. This intensive workshop will let you develop your chairing skills so that each of your meetings meets 3 key conditions: achieving the goal of the meeting in the shortest time possible with full understanding of its sense by every Participant.

What is going to happen

The participants are going to learn and train a number of techniques and tools necessary for chairing effective meetings at each of their stages. Starting from taking the decision whether a given meeting is necessary, through its planning, preparation and chairing, finishing with follow-up and effectiveness measurement. The work at the workshop focuses also on the topics related to emotion management during meetings, as well as managing difficult situations, on the basis of real examples from the participants.

Who is it for

Managers, team leaders, project managers.

Time: Two-day workshop.

Partner sales – long lasting customer relationship building

Fact

Whatever you do, do it well.
Do it so well that when people
see you do it they will want
to come back and see you do it
again and they will want to bring
others and show them how well
you do what you do.

Walt Disney

Why is it worth it

Present reports from the world of business that focus on the topics of employee engagement and customer engagement point out explicitly that in order to be an inspiring organisation that builds the most efficient and long lasting relationships with customers, we need to start with finding the answer to the question: Why do we do it? Being aware of our values and motivations we become engaged leaders, which easily translates into the level of engagement of our customers. Then, customer engagement translates directly into the results the organisation achieves.

What is going to happen

At the training, the participants are going to broaden their abilities of building and maintaining long lasting relationships with customers. We are going to begin with work on self-awareness – concentrating on our own values, motivations and needs. We are going to translate our engagement into the customer engagement and build their trust and loyalty together, with the use of a range of tools we learn.

Who is it for

Managers and sales teams members.

Time: Two-day workshop.

Relaxing at the office

25

Piasecka & Żylewicz
Trainings Catalogue

Contact us!
www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Fact

Stress experienced by the staff influences the functioning of the whole organisation. It may have positive impacts: improve memory, sharpen intelligence or increase productivity of the employees, but may also result in negative consequences such as: increased absenteeism, lowered productivity, fluctuation of the staff, more illnesses.

Studies related to psychology of health reveal that one of the most efficient stress management ways are relaxation techniques and exercises.

Why is it worth it

The vicious circle of stress makes us increasingly tense and exhausted, which often lowers our efficiency and motivation to work. Learning relaxation skills allows us to regenerate our bodies, increase energy levels and improve mood in short time.

What is going to happen

At the workshop, the participants are going to learn and train a wide range of relaxation techniques designed by experts in fields such as yoga and mindfulness. Within the exercises there are lots of incredibly efficient activities – breathing exercises, yoga positions, relaxing exercises, visualization techniques and others. All of them selected so that you can do them at work, every day, at short time.

Who is it for

All company employees.

Time: From a three-hour workshop to one-day training.

Partner sales – long lasting relationship building

Fact

There is a strong correlation between the quality and length of relationship with customers. The stronger the relationship, the longer the cooperation lasts.

26

Piasecka & Żylewicz

Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl

office@piaseckazylewicz.pl

+48 22 657 23 65

Why is it worth it

Long lasting customer loyalty is based on something more than high satisfaction and meeting customer expectations. There is “something more”, “something above the norm” and this something lets us gain the competitive advantage on the market

What is going to happen

At the training, the Participants learn the most efficient strategies for building long lasting relationships with customers, train a wide range of techniques and skills related to Customer engagement, being the first advisor of the customer in a given field, communicating with the customer in a positive and attractive way, work on the level of values and with the use of emotional intelligence in the relationship with the customer.

Who is it for

Sales teams, sales managers

Time: From a 3-hour inspirational workshop to two-day training.

The language of benefits – modern persuasion

27

Fact

Clients who see benefits in decisions they are about to take, experience positive emotions. Emotions significantly enhance remembering the message and increase the likelihood of succeeding to convince our interlocutor.

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Why is it worth it

Personalization of benefits is the ability that guarantees a good relationship with a customer/employee/boss from the very start. If we want to persuade somebody to like our idea, service or product, it is essential to refer to the benefits that are important to them, and not so much to us.

What is going to happen

At the training, the participants practice using the language of benefits adjusted to the needs, values, communication style, and personality of the interlocutor.

Who is it for

Sales teams, managers, all employees.

Time: One day training.

Sales techniques

Fact

Effective sales techniques increase the work efficiency of advisors, consultants and sales people.

Why is it worth it

When people working with customers develop their sales skills, they open up a road to success for themselves, in that they combine using their own style and their own strengths with the use of techniques that support the sales process.

What is going to happen

Training that is really intensive and interactive. The participants work on their own examples and situations, practicing various sales techniques, and experience a truly practice-oriented workshop aimed at quick and efficient development in the area of sales skills

Who is it for

Sales teams.

Time: Two-day training.

28

Piasecka & Żylewicz

Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl

office@piaseckazylewicz.pl

+48 22 657 23 65

Negotiations

29

Piasecka & Żylewicz
Trainings Catalogue

Contact us!

www.piaseckazylewicz.pl
office@piaseckazylewicz.pl
+48 22 657 23 65

Fact

Women and men have two very different negotiation styles – it is influenced by biological factors that condition the way we react when we really care about something. When emotions switch on, the differences are visible. Both styles have their advantages and their areas for improvement.

Why is it worth it

Our training on negotiations teach how to build long lasting relationships. Negotiate in a way that you can meet your negotiating partner tomorrow and go on negotiating. Such negotiations take place every day in every company – from conversations between co-workers (about a pay rise, about rules of cooperation), to purchasing or sales negotiations. High negotiation skills mean savings on each of these activities – if not directly saving money, then saving time and energy.

What is going to happen

The workshop consists of 2-3 extensive case studies and negotiation games. The participants negotiate all the time, learning basic and advanced notions in a practical way – from setting the goals to BATNA and doing an indirect negotiation research. The final important part of the training is most usually work based on examples provided by participants – of their own negotiation situations.

Who is it for

For everybody, with recommendations for sales teams and managers who have to negotiate with their teams on daily basis.

Time: From a 4-hour workshop to two-day training.



Piasecka&Żylewicz s.c.

+48 698 692 961

office@piaseckazylewicz.pl

www.piaseckazylewicz.pl