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A AKSHAT SINHA

Aniket Bansal

Aniket Sugara

Anjali Mishra

Dress for Success -

Pastels with dark blue, black or green trouser

Benefits of Active Listening

- Effective communication
- Get more information
- Getting along with people
- Strengthening Relationship
- Less of Conflict, overcome disagreement
- Enhanced productivity

Active Listening for communication



Dress for Success – Mens

Recording

Pastels with dark blue,
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📶 Rajat Singh



Relator personality type

Record

- ✓ Strengths: servicing, listening, stability, accomplishing task.
- ✓ Weaknesses: over sensitivity, indecision
- ✓ Irritation: insensitivity
- ✓ Goals: acceptance, stability
- ✓ Fear: sudden change
- ✓ Motivator: involvement
- ✓ You will notice, stable, easy,
- ✓ team player
- ✓ Behavior: overly willing to give more,
- ✓ Putting their priority on last.



Develop Skills

- ❖ let go of and delegate tasks
- ❖ compromise for the good of the team
- ❖ join in social events and celebrations
- ❖ make quick decisions



EMOTIONAL INTELLIGENCE

Emotional intelligence (EI) or Emotional Quotient (EQ) is the capacity of individuals to

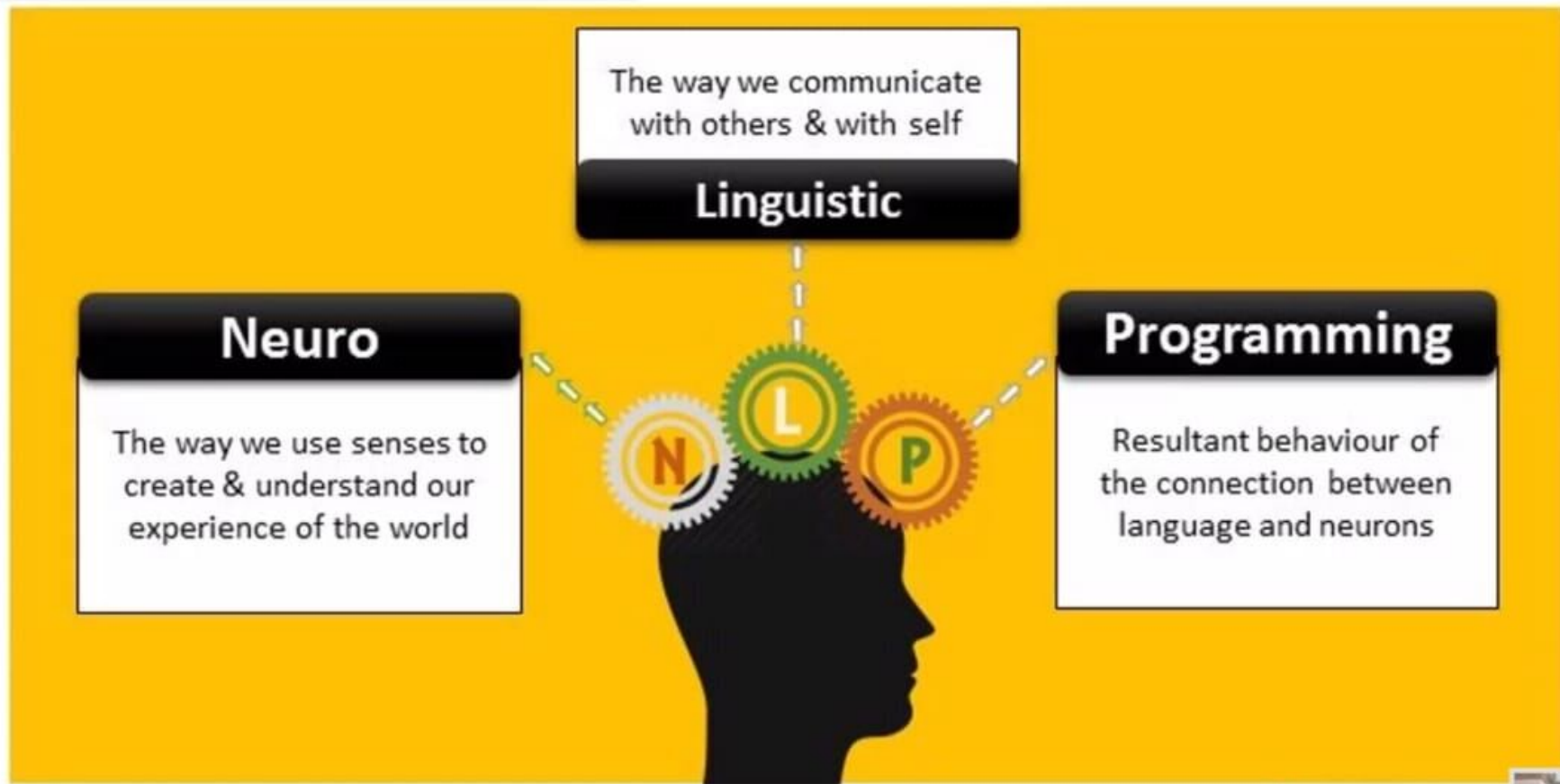
- Recognize, understand and manage our own emotions
- Recognize, understand and influence the emotions of others

In practical terms

- this means being aware that emotions can drive our behavior and impact people (positively and negatively), and learning how to manage those emotions – both our own and others – especially when we are under pressure.



What is NLP



Introduction - NLP



Neuro is the experience gathered by all senses.



Programming is the conditioning or habitual pattern formed because of the impact of languages on brain.

Linguistic is the language verbal or Non verbal we use to understand the experience thru senses

Linguistic

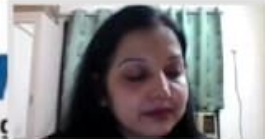


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Inu Training



Practice, the Art of TALK.

Tool for Effective Communication



1) **Together** means sharing the conversation, not dominating it.

2) **Authentic** means being open, honest and sometimes courageous to talk, even when it's uncomfortable.

3) **Listen and learn** before you share your opinion while in group or individual discussions.

4) **Keep it simple**, as in talking and conversing, not presenting or lecturing



Communication Process

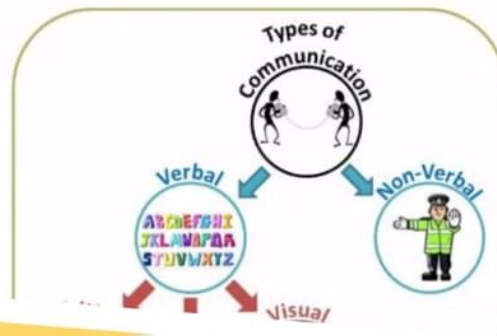


"Your language determines the quality of your life. Richer your language, enriching your life shall be."

“Effective communication is the response that you get.”



Communication is a process by which information is exchanged between individuals via any mode like pictures, emails, blogs, calls, sms or any sign language. (verbally and non verbally)



“Effective communication also means you get the desired result for which your communicated”

Ensure, you communicate using their language, words and style to make it easy for them to understand.

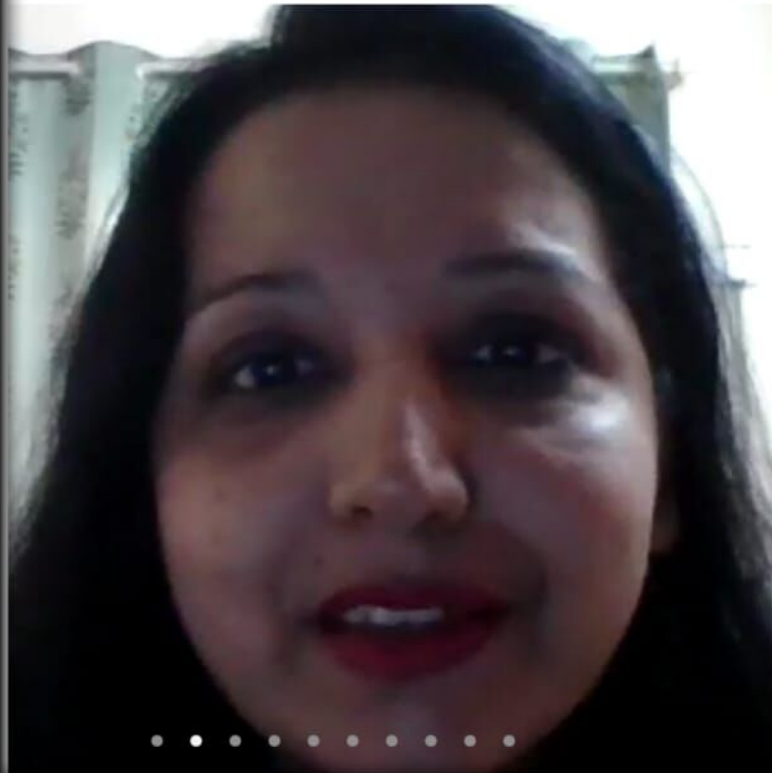
Follow, Simple words & sentences. Relate with examples to make



Campus to Corporate

Powered By

Sheetal Jotwani
Master Trainer & Business Coach



Agenda

First Impressions & presentation

Effective communication skills

Interpersonal skills

Teambuilding

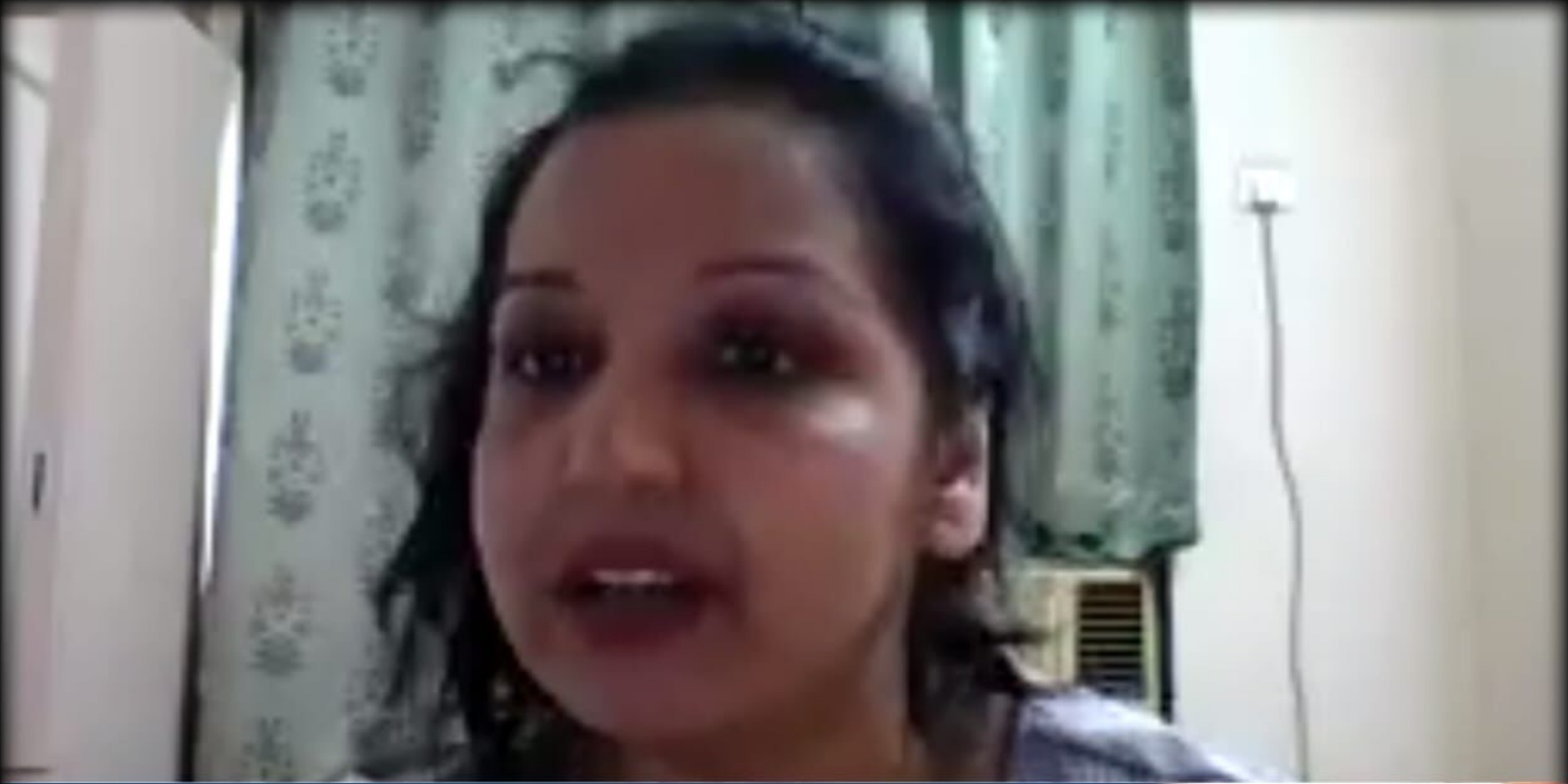
Emotional Intelligence

Time management Skills

Stress Management & Mindfulness

Goal setting & Achiving

Personal Branding



Communication Barriers

Communication Barriers

- Language Barriers
- Psychological Barriers
- Physical barriers
- Attitude Barriers
- Perception Barriers
- Perception Barriers



Steps Of Negotiation Process

Planning

Building Relationship

Exchanging First Offer

Persuasion

Agreement



RELATER

- o Slow at taking actions and decisions
- o Dislikes interpersonal conflicts
- o Supports and actively listens to others
- o Has excellent ability to gain support from others.
- o Seeks security and a sense of belonging.
- o Good counseling skills.

SOCIALISER

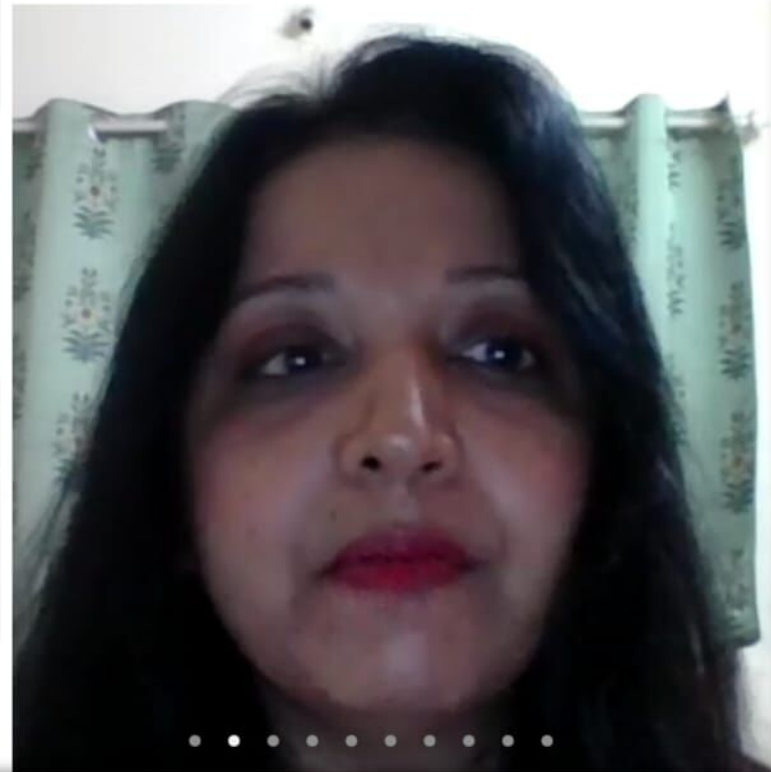
- o Spontaneous actions and decisions.
- o Likes involvement.
- o Exaggerates and generalizes.
- o Trends to dreams and gets others caught up in the dream.
- o Works quickly and excitedly with others.
- o Seeks esteem and acknowledgement.
- o Good persuasive skills.

THINKER

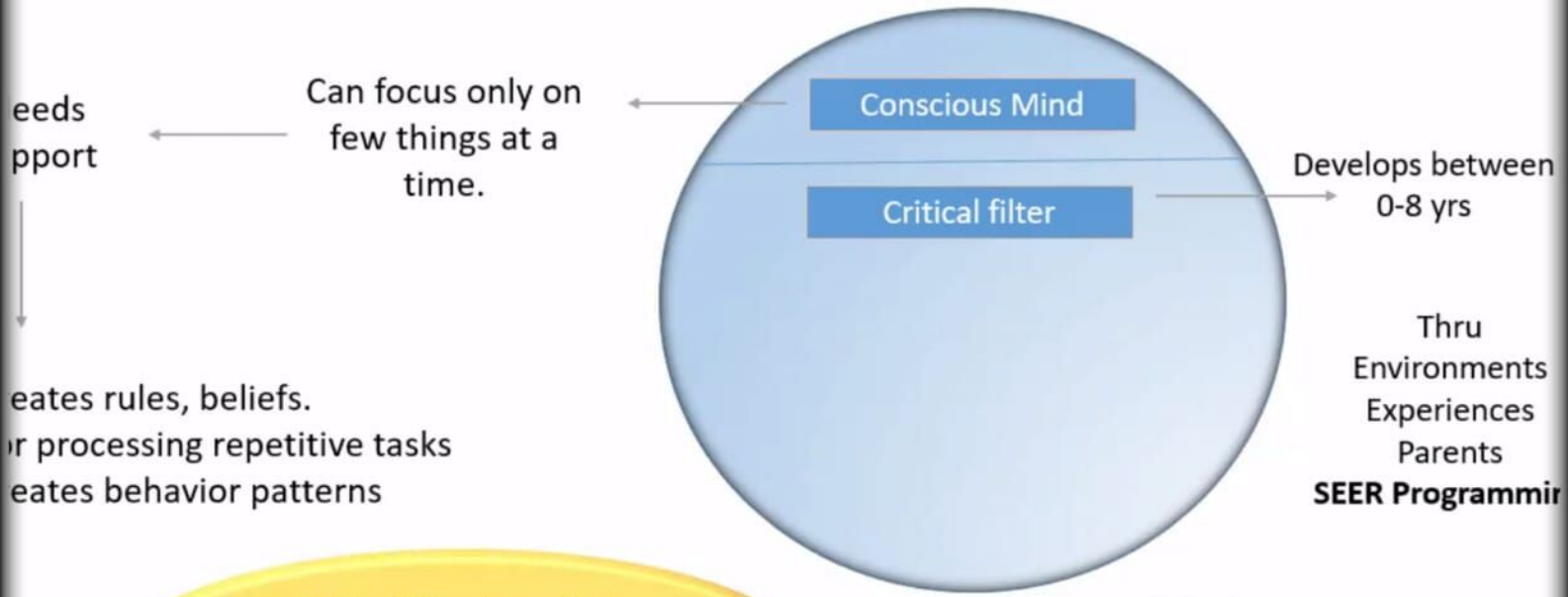
- o Cautious actions and decisions.
- o Likes organization and structure.
- o Asks many questions about specific detail.
- o Prefers intellectual task oriented objective.
- o Work environment.
- o Wants to be right-might become overtly Reliant on data

DIRECTOR

- o Decisive actions and decisions.
- o Likes control dislikes inactions.
- o Prefers maximum freedom to manage himself and others cool, independent and competitive.
- o Low tolerant for feelings, attitudes and advice or others.
- o Works quickly and precisely.



Functions of Conscious Mind & Critical Filter



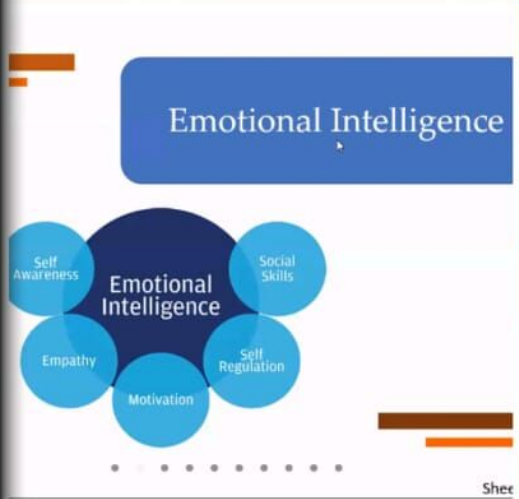
Critical filter is partly in conscious mind & partly in subconscious mind

S- Socio
E- Economic
E- Educational
R- Religious
Programming



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Shree's screen

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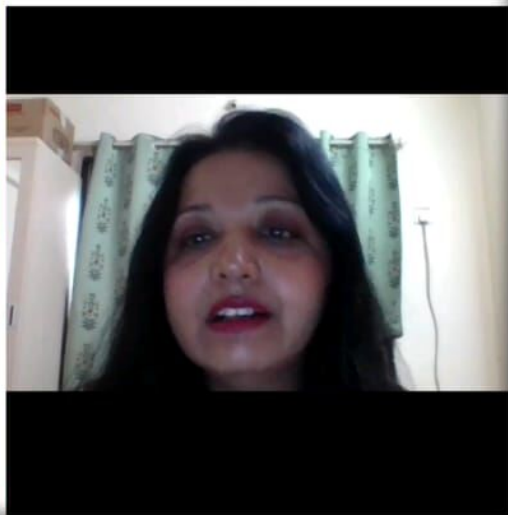


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The power of personal Branding

