

Strategic Leadership Communication – Influencing Through Dialogue

Produktnummer
2026-3409SP

Termin
07.07.2026 - 08.07.2026
09:00 Uhr bis 16:30 Uhr

Gebühren pro Teilnehmer/-in
700,00 EUR

Die VWA geht davon aus, dass der Arbeitgeber die Teilnahmegebühr sowie Reisekosten übernimmt.

This training develops a dialogue-oriented, goal-driven and persuasive communication style for a wide range of professional situations. Participants learn how to prepare conversations strategically, present arguments effectively and build – and maintain – a constructive relationship level.

Inhalte

- Strategically planning and structuring conversations
- Persuasive and impact-oriented argumentation
- Active listening as a leadership and influence tool
- Managing objections and resistance effectively
- Practice conversations with individual feedback on personal impact

Dozent

Dr. phil. Alan Fortuna
Fortuna Communication, Tübingen

Lernziele

Participants develop the ability to structure conversations strategically, communicate with clarity and impact, manage resistance effectively, and lead dialogues toward constructive outcomes.

Zielgruppe

Leaders, emerging leaders and professionals with leadership responsibilities who aim to strengthen their strategic communication skills and increase their impact in challenging conversations.

Ort

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Kontakt

Information

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Konzeption und Beratung

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