

# Interpersonal Skills - Building Harmonious Workplace Relationship

20 December 2022 02:00 PM - 20 December 2022 05:00 PM

## Brief Overview:

- Interpersonal skills are often referred to as 'people skills' because those that have mastered the art are able to relate well to other people and often do well in their careers because of this. Interpersonal skills are also one of the key criteria interviewers look for when recruiting for a role. The ability to be able to 'fit in' with a team are often just as important as a person's ability to do the job. This demonstrates how important communicating and being able to relate to others is to the success of a business.
- Building our interpersonal skills can, undoubtedly, improve our relationships. In the workplace, having good 'people skills' is seen as a cornerstone of business success. Therefore, these training course materials are suitable to develop the skills of people in a variety of different roles.

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## Session content:

- Types of interpersonal styles and impacts to an organization
- Difference between Inter vs Intra personal skills
- Discovering your communication style and understanding others
- The importance of 55-38-7 rules and common pitfalls
- Sharpening active listening with understanding skill
- The Importance of body language
- The art of giving and receiving feedback
- Demonstrating appreciation towards others
- Dealing with people in conflicting situation
- Building relationship with approachability, tact and diplomacy

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## For Whom:

- Project Managers, Senior Managers, Managers, HR Managers, People Development Managers, Employees, Executives, Business owner, & Entrepreneur.
- Professionals looking to improve their self-development and

growth.

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Anyone who wants to achieve greater chances of success by developing their ability to successfully collaborate with others at different levels.

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## Key Takeaways:

- **Appreciate** the uniqueness of individuals in building up interpersonal skills
- **Understand** how their communication style affects specific situations and the people around them.
- **Identify** how to adapt their behaviour and communicate effectively for each scenario.
- **Build** interpersonal communication to interact with influence for winwin relationship
- **Develop** the confidence to handle a wide range of difficult and demanding situations more effectively.

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## Facilitator profile:

**Mr. Rohit Kashyap**

**Founder & CEO,  
daKsya Learning, Sales Growth Expert**

Rohit is a professional salesperson and a passionate trainer.

Rohit has over 25 years of demonstrated excellence in Sales, Leadership development of executives and teams.

He has held key leadership level positions in small to medium-sized companies prior to graduating into his roles as consultant and coach. A sales growth expert his mission is to help 100K sales, where people feel proud of being in a sales profession. Having an exposure to facilitate the workshop for different nationalities like Denmark, Poland, Finland, Germany, China, Malaysia, Egypt, Singapore Indonesia & US

## Certifications and Training

Certified NLP in Sales, Headgear Labs, UK

Successful Negotiation, Univ. Of Michigan, US

Certified TEIQT Practitioner, Thomas International

BELBIN Team Roles, CERT, UK

Myers-Briggs Type Indicator (MBTI), CPP, Asia Pacific  
Occupational Personality Questionnaire (OPQ32r), SHL  
Certified Trainer for “Situational Leadership II”, Ken Blanchard, US  
Hogan Certified Practitioner, Hogan System, US  
E-DISC Accredited, DISC Assessments  
FIRO-B Certified, CPP, Asia Pacific  
Professional Retail Management Course (PRMC)

**Fee Details:**

- **Fee Details**
- Member amount : Rs 0.00- (Including 18%GST)
- Non Member amount : Rs 0.00- (Including 18%GST)
- Total Member count :