

INTRODUCTION

MODULE 10

Communicate With Power

Your success in business and in the world of work is largely determined by your ability to communicate effectively with other people.

Your ability to elicit extraordinary performance from ordinary people is the key to success in leadership. Since you cannot do the jobs of most of the people who report to you, you have to be able to create a psychological environment where they are motivated to do the very best at those jobs themselves.

The very best leaders have developed their interpersonal skills to a high degree. They have the capacity to bring out the very best in the people who report to them.

In this program, you will learn the most important interpersonal skills ever discovered for motivating and inspiring people to perform at their very best as individuals and as members of an effective team.

“Set clear goals

and standards for

each person.

What gets measured

gets done.”

WHAT YOU WILL LEARN IN THIS SESSION

“The quality of
your relationships
will be determined
by the quality
and quantity of
your communication
with other people.”

1. The key determinant of your success;
2. Making people feel important;
3. The interactive model of performance;
4. Three things you should never do;
5. The top self-esteem-building behavior;
6. Developing an attitude of gratitude;
7. Catching people doing something right;
8. Everybody likes a compliment;
9. Powerful self-esteem building;
10. Remember the boomerang.