

# Advanced Communication Skills: Mastering Influence & Impact

19 – 23 October 2026  
Vienna (Austria)

UK Training

# PARTNER



## Advanced Communication Skills: Mastering Influence & Impact

**Ref:** 321811\_147364 **Date:** 19 – 23 October 2026 **Location:** Vienna (Austria) **Fees:** 5200 GBP

### Why This Course

Effective communication is a cornerstone of professional success. This intensive 5-day course equips participants with advanced techniques in verbal and non-verbal communication, persuasion, active listening, and conflict resolution. Through a combination of theory and practical exercises, participants will gain skills they can immediately apply to influence, lead, and collaborate more effectively in any professional setting.

### What You'll Learn and Practice

By participating in this program, you will:

- Master advanced verbal and non-verbal communication techniques.
- Develop persuasive speaking and writing skills for diverse contexts.
- Enhance active listening and empathy to build stronger relationships.
- Apply strategies for conflict resolution and effective negotiation.
- Improve cross-cultural communication competence.
- Craft and deliver impactful presentations with confidence.

### Program Flow

#### Day 1: Advanced Verbal Communication

- The psychology of effective communication
- Advanced language patterns and framing techniques
- Storytelling for influence and impact
- Managing and mastering difficult conversations

#### Day 2: Non-Verbal Communication Mastery

- Reading and interpreting body language
- Controlling your own non-verbal cues
- Using tone, pitch, and pacing for maximum effect
- Building rapport through mirroring and matching

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### **Day 3: Persuasion and Influence**

- Advanced persuasion techniques for professional settings
- Ethical influence strategies
- Negotiation skills to achieve win-win outcomes
- Overcoming resistance and handling objections

### **Day 4: Active Listening and Empathy**

- Deep listening techniques to enhance understanding
- Empathetic communication strategies
- Asking powerful, insightful questions
- Giving and receiving constructive feedback effectively

### **Day 5: Advanced Presentation Skills**

- Crafting compelling presentations
- Advanced public speaking techniques
- Handling Q&A sessions with confidence
- Using visual aids to enhance message clarity and impact

## **Training Methodology**

This course emphasizes practical application through:

- Interactive workshops and exercises
- Role-playing real-world communication scenarios
- Peer feedback and group discussions
- Tools and techniques for immediate workplace implementation

## **Beyond the Course**

Participants will leave with:

- Enhanced ability to influence and persuade in professional settings
- Improved conflict resolution skills for stronger workplace relationships
- Greater confidence and effectiveness in public speaking and presentations
- Increased cross-cultural communication competence for global business interactions

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A graphic illustration of a chessboard with several chess pieces. In the foreground, a large gold king piece stands prominently. Behind it, a silver pawn and a silver knight are visible. The board is checkered, and the background features concentric circles emanating from behind the king piece.