



# How do I come across to others?

## Feedback intensive

### Seminar objective

For anyone interacting with different people, it is important to know what others really think. Self-knowledge contributes significantly to personal development. Realistic self-assessment is the prerequisite for successful action and interaction in the workplace.

### Seminar content

#### The first impression:

- What first impression do I convey and what impression do I leave?
- How do people I meet for the first time see me?
- Perception: How do I perceive my environment and how am I perceived?
- How do colleagues, employees, customers and others perceive me?
- How do I appear: in groups, in one-on-one conversations, to customers, to co-workers and superiors?
- My effect in the digital realm: video conferences

#### Matching self-image and external image:

- To what extent do my self-image and the image of others match?
- How can I influence my charisma through my body language? Gestures, facial expressions, speech modulation and choice of words
- To what extent does my self-perception match the way others perceive me?
- Effects of communication behavior: consciously influencing tonality
- Communicating authentically: responding situationally and authentically to different personalities

#### Consciously controlling your own impact:

- Improve impact and external perception
- Working on your external image
- Which personality types are there - which type am I?
- Improve, optimize and reflect your charisma

#### Feedback:

- How do I help others come to self-knowledge?
- Which "feedback" rules should be observed?
- How do I react to "feedback"?
- How do other people judge my strengths and weaknesses?

#### Transfer to everyday life:

- My personal development plan: This is what I plan to do
- How do I deal with small obstacles?
- How do I get feedback?

#### Course ref.

PE4000

#### Participants

not more than 9 participants

#### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

#### Location & dates

##### Online seminar

20.01.2025 – 21.01.2025  
10.03.2025 – 11.03.2025  
03.07.2025 – 04.07.2025  
20.11.2025 – 21.11.2025

##### Münster

09.09.2024 – 10.09.2024  
11.11.2024 – 12.11.2024  
13.01.2025 – 14.01.2025  
03.04.2025 – 04.04.2025  
16.06.2025 – 17.06.2025  
08.09.2025 – 09.09.2025  
20.10.2025 – 21.10.2025

##### Hamburg

22.08.2024 – 23.08.2024  
09.12.2024 – 10.12.2024  
10.03.2025 – 11.03.2025  
10.07.2025 – 11.07.2025  
11.08.2025 – 12.08.2025  
08.12.2025 – 09.12.2025

##### Berlin

12.09.2024 – 13.09.2024  
14.11.2024 – 15.11.2024  
11.09.2025 – 12.09.2025  
13.11.2025 – 14.11.2025

##### Hannover

10.10.2024 – 11.10.2024  
06.02.2025 – 07.02.2025  
18.08.2025 – 19.08.2025  
08.09.2025 – 09.09.2025

##### Leipzig

05.12.2024 – 06.12.2024  
31.03.2025 – 01.04.2025  
16.06.2025 – 17.06.2025  
04.12.2025 – 05.12.2025



### Methodology

Group discussions Stimuli from the trainer Perception exercises  
External and self-analysis Video-supported role plays

### Target audience

The seminar How do I affect others is aimed at specialists and executives from business enterprises of all sizes and industries as well as from public administration.

#### Kassel

21.11.2024 – 22.11.2024  
05.06.2025 – 06.06.2025  
20.11.2025 – 21.11.2025

#### Cologone

26.09.2024 – 27.09.2024  
12.12.2024 – 13.12.2024  
26.06.2025 – 27.06.2025  
20.10.2025 – 21.10.2025  
11.12.2025 – 12.12.2025

#### Frankfurt am Main

28.10.2024 – 29.10.2024  
16.01.2025 – 17.01.2025  
14.07.2025 – 15.07.2025  
27.10.2025 – 28.10.2025

#### Nuremberg

07.10.2024 – 08.10.2024  
20.01.2025 – 21.01.2025  
03.07.2025 – 04.07.2025  
09.10.2025 – 10.10.2025

#### Stuttgart

09.09.2024 – 10.09.2024  
02.12.2024 – 03.12.2024  
08.05.2025 – 09.05.2025  
11.09.2025 – 12.09.2025  
01.12.2025 – 02.12.2025

#### Munich

17.10.2024 – 18.10.2024  
09.01.2025 – 10.01.2025  
07.08.2025 – 08.08.2025  
16.10.2025 – 17.10.2025

#### Vienna

28.11.2024 – 29.11.2024  
22.05.2025 – 23.05.2025  
27.11.2025 – 28.11.2025

#### Zurich \*

18.11.2024 – 19.11.2024  
07.07.2025 – 08.07.2025  
17.11.2025 – 18.11.2025

#### Fee

1.150,00 € (ex. VAT)  
1.368,50 € (inc. VAT)

\* Fee Zurich:



**MANAGEMENT-INSTITUT  
DR. A. KITZMANN**

Seminare für Fach- und  
Führungskräfte

1.600,00 CHF

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.



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Veranstaltung                      Seminarcode

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Ort                                      Termin

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Ort                                      Termin

\_\_\_\_\_  
Anzahl der Mitarbeiter in Ihrem Unternehmen

\_\_\_\_\_  
Kundennummer

\_\_\_\_\_  
Anmeldebestätigung (E-Mail)

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Unterschrift