



Self-confidence and personality management

Appear confident and authentic in any situation

Seminar objective

Behaving in a confident and convincing manner is a great advantage in a wide range of professional situations. Handling conversations, meetings, presentations and other various situations with charisma and professionalism is a skill that many inspire to acquire. This course gives participants the theoretical and practical basis for being their most confident and authentic self. The emphasis falls on the situations of conversation, leadership and sales in particular.

Seminar content

Self-confident and authentic appearance:

- The five rules of self-confidence - how do I exude confidence and competence?
- How do I increase my empathy?
- Tips for increasing empathy
- Creating positive resonance with interlocutors
- Increase acceptance and trigger positive feelings
- How can I recognize self-confidence in my behavior?

Confident body language and self-assurance:

- Learn to consciously use body language to emphasize your impact: Gestures, facial expressions, speech modulation
- Tips for increasing self-confidence and persuasiveness
- The connection between body language and personality development

Exude self-confidence in difficult situations:

- Staying calm in the face of nervousness and stage fright
- When does self-confidence turn into annoying arrogance?
- What is self-confident restraint?
- Appear confident even with little preparation

Practical exercises to increase self-confidence:

- Behavioral flexibility: practicing in everyday life
- Observing my environment: What are the reactions to behavior?
- Show your competence and use your "stage"

Methodology

Group discussion Peer group advice Perceptual exercises Aids for transferring knowledge into everyday life Trainer input

Target audience

The seminar self-confidence and personality management is aimed at specialists and executives from business enterprises of all sizes and industries as well as from public administration.

Course ref.

PE4001

Participants

not more than 9 participants

Schedule

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

Location & dates

Münster

19.09.2024 – 20.09.2024
21.11.2024 – 22.11.2024
20.01.2025 – 21.01.2025
13.03.2025 – 14.03.2025
05.06.2025 – 06.06.2025
18.09.2025 – 19.09.2025
20.11.2025 – 21.11.2025

Hamburg

24.10.2024 – 25.10.2024
14.04.2025 – 15.04.2025
23.10.2025 – 24.10.2025

Berlin

26.08.2024 – 27.08.2024
10.02.2025 – 11.02.2025
07.08.2025 – 08.08.2025

Hannover

09.12.2024 – 10.12.2024
08.12.2025 – 09.12.2025

Leipzig

12.05.2025 – 13.05.2025

Kassel

26.06.2025 – 27.06.2025

Cologone

17.10.2024 – 18.10.2024
30.01.2025 – 31.01.2025
09.10.2025 – 10.10.2025

Frankfurt am Main

28.11.2024 – 29.11.2024
19.05.2025 – 20.05.2025
01.09.2025 – 02.09.2025

Nuremberg



19.09.2024 – 20.09.2024
30.01.2025 – 31.01.2025
01.09.2025 – 02.09.2025

Stuttgart

17.10.2024 – 18.10.2024
10.03.2025 – 11.03.2025
07.07.2025 – 08.07.2025
16.10.2025 – 17.10.2025

Munich

12.12.2024 – 13.12.2024
27.03.2025 – 28.03.2025
11.12.2025 – 12.12.2025

Vienna

07.10.2024 – 08.10.2024
03.03.2025 – 04.03.2025
15.09.2025 – 16.09.2025

Zurich *

16.06.2025 – 17.06.2025

Fee

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

* Fee Zurich:
1.600,00 CHF

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



FAX-ANMELDUNG +49 251 20205-99

Internet: www.kitzmann.biz
E-Mail: info@kitzmann.biz
Telefax: +49 251 20205-99

Ich melde mich/Wir melden uns zu folgender Veranstaltung an:

1. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Firmendaten/Rechnungsempfänger

Firma

Rechnung (Name)

Straße/Nummer

PLZ/Ort

Telefon/Fax

Branche

Datum

2. Teilnehmer

Name/Vorname

E-Mail

Mobilnummer

Veranstaltung Seminarcode

Ort Termin

Anzahl der Mitarbeiter in Ihrem Unternehmen

Kundennummer

Anmeldebestätigung (E-Mail)

Unterschrift