



# Transactional analysis

## Communicating optimally

### Seminar objective

Transactional analysis is an effective method of perceiving and correctly assessing one's own and other people's behaviour more clearly. The cause of conflicts in conversational situations can, using this approach, be identified. This increases self-confidence as well as the ability to work successfully with others.

### Seminar content

- What is transactional analysis?
- Practical applications of transactional analysis
- Use of transactional analysis in performance reviews and management problems
- Recognizing your own strengths and weaknesses
- How can I convince others more effectively?
- Three rules of transactional analysis
- The three ego states. How can I communicate in an optimal way?
- How do I make myself balanced when provoked?
- Why is 70% of behaviour predictable?
- The life script: what influences our behaviour, what goals do we have?
- Recognizing psychological games: how are others trying to manipulate me?

### Methodology

Inputs from the trainer  
Tips for transferring learnings into everyday life  
Practical exercises  
Perceptual exercises  
Discussion within the group

### Target audience

The seminar transactional analysis is aimed at specialists and executives from business enterprises of all sizes and industries as well as from public administration.

#### Course ref.

PE4003

#### Participants

not more than 9 participants

#### Schedule

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

#### Location & dates

##### Münster

15.08.2024 – 16.08.2024  
26.09.2024 – 27.09.2024  
02.12.2024 – 03.12.2024  
14.08.2025 – 15.08.2025  
16.10.2025 – 17.10.2025  
01.12.2025 – 02.12.2025

##### Hamburg

27.01.2025 – 28.01.2025

##### Munich

31.03.2025 – 01.04.2025

#### Fee

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

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



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1. Teilnehmer

\_\_\_\_\_  
Name/Vorname

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E-Mail

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Mobilnummer

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Veranstaltung                      Seminarcode

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Ort                                      Termin

Firmendaten/Rechnungsempfänger

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Firma

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Rechnung (Name)

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Straße/Nummer

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PLZ/Ort

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Telefon/Fax

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Anzahl der Mitarbeiter in Ihrem Unternehmen

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Kundennummer

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Anmeldebestätigung (E-Mail)

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Unterschrift