

COMMUNICATION.

"The meaning of your communication is the response you get".

So often in communication we focus on what it is we wish to say, rather than the response it elicits from the other person. However if we take the purpose of existence as to move towards our well defined goals, it makes sense to define communication in terms of whether or not an interaction with another human or group of humans takes us closer to what we wish for ourselves or further away. The only way we can know this is by listening and looking for the feedback we elicit from the people we speak to.

So one of the first rules of communication is to know what you want from the interaction in terms of your well formed outcomes.

As we have discovered in the module on Meta Programs we are all different. So the second rule in communication is develop rapport, another module in this series. When we develop rapport we "tune in" to the other person's world and how they see it. Unless we communicate to them in their own language we might as well talk to a brick wall.

During the module on communication you will learn all of the rules and understand from an experiential point of view how you can make them work for you in your organisation.

After this workshop you will be able to:

- Use the Meta model.
- Use the Milton model.
- Develop rapport.
- Deal elegantly with conflicting "goals".
- Quickly identify Meta Programs.
- Identify and match representational systems.
- Be able to create a congruency check to ensure you have communicated effectively.
- Integrate the 7C's coaching model into your communication with others.
- Ensure what you are communicating is what you wish to communicate.

