

# Individual training: Improve communication, dialogue and expressiveness

## Your ideal learning success with a personal trainer

Do you want to convey your concerns and ideas confidently and convincingly? In this one-to-one training, you take centre stage: you refine your conversation skills, strengthen your expression, develop your argumentation techniques and hone your personal style.

With a clear mix of diplomacy and assertiveness, you will not only be convincing in terms of content, but also actively involve your dialogue partners - for conversations that work and connect.

### Please choose from these topics:

- **effective dialogue management:** techniques and strategies for managing conversations in a targeted and successful way.
- **dealing with difficult dialogue partners:** strategies for de-escalating and dealing constructively with challenging people.
- **improving rhetoric and expressiveness:** developing a concise and effective speaking style.
- **dealing with disruptions:** taking disruptive fire, objections and evasive manoeuvres in stride and responding with style.
- **body language and non-verbal communication:** using and interpreting body language to support your own statements.
- **self-confident appearance:** strengthening your personal presence and charisma in various communication situations.
- **communication in change processes:** Methods to ensure clear and motivating communication in times of change.

## What is individual training?

One-on-one training is a personalized 1:1 format with an experienced trainer. Together, you will design the training to perfectly match your goals and needs. The content of our seminars, which have proven successful for years, serves as the foundation for your personalized one-on-one training. Benefit from the transfer of knowledge and skills related to your chosen topic.

You can find further answers to questions about one-on-one training with a personal trainer in the FAQs below.

## Your benefit

- You will learn how to systematically prepare, structure and manage conversation.
- You will practise new conversation techniques that will enable you to present yourself confidently and find the right tone.
- You will take the floor at important moments and confidently come to the fore.
- You will practise specific conversation situations from your everyday working life and receive practical tips on how to improve your conversation skills.
- You will deepen your knowledge of the basics of conducting conversations both theoretically and practically in order to reflect on your own communication behaviour.

The trainer focuses exclusively on you and takes your individual needs into account.

The one-to-one training is shorter than the open seminars, but more individualised and intensive.

## Online Learning Platform

Once you have registered, you will be able to access your online learning platform, including extra materials for consolidating what you have learned.

## Who should attend

specialists and managers who want to develop and optimise their communication skills in a targeted manner. Particularly suitable for people who regularly hold challenging discussions in their role and prefer individual, intensive support.

## Open Badges - Show what you can do digitally too.

Open Badges are recognised, digital certificates of participation. These verifiable credentials are the current standard for integration in career networks such as LinkedIn.

With them, you digitally demonstrate the competences you possess.

After successful completion, you will receive an Open Badge from us.

Read more:

<https://www.haufe-akademie.de/seminare-lehrgaenge/trending-topics/open-badges>



## Personal Trainer



### Neil Benfield

I work as a trainer and coach with over 20 years of experience as a trainer, lecturer, and corporate professional in international environments. My work focuses on communication, leadership development, negotiation, and conflict management, with a strong emphasis on clarity, structure, and practical application. I am known for highly interactive, practice-oriented trainings that enable direct transfer to the workplace, particularly in English-language and online working contexts.

### Dr. Nigel Paterson

I am widely experienced in the field of



### Hanneke Kersting

So lange ich mich erinnern kann, bin ich fasziniert von Kommunikation: Wie kann es sein, dass Menschen das Gleiche wollen und sich trotzdem missverstehen?

Also, habe ich Kommunikationswissenschaft studiert. Nicht aus Zufall, sondern aus Neugier.

Als Kommunikationsexpertin begleite ich jeden, der nicht nur gehört werden, sondern wirklich begeistern und inspirieren möchte; mit Standing, Klarheit und Überzeugungskraft. Unabhängig von Fach- oder Führungsebene, Branche, Alter oder beruflichem Status auf Deutsch, Englisch und Niederländisch. Mein Ansatz? Optimistisch, praxisnah und nachhaltig unter dem Motto: Heute gelernt, morgen angewendet.

### Michael Seyfried

Ich bin Kommunikations- und



education, training and the third sector. I love learning, so I continue to read and attend training in order to develop my expertise. Even from before my first degree at Cambridge, I have found great pleasure and satisfying success in helping others to learn and to learn from them in the process. Over the years I have developed a special focus in helping individuals and organisations who are in some kind of transition to achieve their full potential or to reach their intended horizon. I have also become very interested in helping people to communicate better and more effectively.



Wirkungstrainer mit über 20 Jahren Erfahrung in der Arbeit mit Fach- und Führungskräften. Zuvor war ich viele Jahre als Schauspieler, Regisseur und Autor tätig – diese Perspektive prägt meine Trainings bis heute. Mein Fokus liegt darauf, Menschen dabei zu unterstützen, klar, authentisch und wirksam aufzutreten – in Präsentationen, Gesprächen, Konfliktsituationen und Führungssituationen. Theorie, Praxis und unmittelbares Erleben verbinde ich zu Trainings, die nachhaltig wirken und im Berufsalltag direkt umsetzbar sind.



**Vivien Zuta**

Ich liebe was ich tue.  
Zu meine Glück schon fast immer.  
Ich bin davon überzeugt, dass es kein Schema-F gibt, das für alle Menschen gilt. Es gilt herauszufinden, wie wir souverän kommunizieren können, ohne das Gefühl haben zu müssen, eine Maske zu tragen.

In meinen Trainings und Coachings lernen meine Zuhörenden das, was für sie am Wichtigsten ist.  
Ich arbeite flexibel und engagiert.  
Sie müssen das Sprechen nicht lieben - aber sie müssen es können.  
Jede Kommunikaitonssituation ist eine Chance. Klar, so sehen wir das nicht immer ;) Aber mit ein paar Tipps und Tricks können wir genau diese Situationen für uns nutzen.

Dabei unterstütze ich!

**Training details**

**Individual Training | Online**

4 hours

**Participation fee**

€ 1.140,- excl. VAT  
€ 1.356,60 incl. VAT

## Your registration options

Online: [www.haufe-akademie.de/42230](http://www.haufe-akademie.de/42230)

E-mail: [anmelden@haufe-akademie.de](mailto:anmelden@haufe-akademie.de)

Book your training course quickly and easily online. Please be sure to enter the name of the participant and the full billing address with telephone number and e-mail address.

In our Questions & Answers (FAQ) section you will find all the answers to the most frequently asked questions about our training courses:

<https://www.haufe-akademie.de/faqs>

You can also find our detailed conditions of participation on the Internet under [www.haufe-akademie.de/agb](http://www.haufe-akademie.de/agb) or in the overall program.

You can find the complete data protection regulations at [www.haufe-akademie.de/datenschutz](http://www.haufe-akademie.de/datenschutz).

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