

PROCESS COMMUNICATION MODEL



PCM ADVANCED TRAINING

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Participants will also receive their own individualized manuals with base and phase scripts identified.

Outcome & results:

-You understand the PCM model at an advanced level.

-You know how to apply the model in work & private life.

-You will recognize phase issues a particular personality type faces, the concern that drives many of our behaviours when we are under stress

-You will learn how personality types, their psychological needs, communication channels, their perceptions and stress patterns all inter-relate and produce highly predictable behaviour

-You will recognize how language, tones, gestures and other indicators help us to assess a situation and what we can do to motivate others and communicate effectively

COURSE DETAILS

Course Code: 201a (Advanced Training, Module II: Advanced training)

Objective: Understand advanced concepts of the PCM. This module is common for the trainings leading to the Coaching or Recruiting Certification & Agreements.

Duration: 2 days

Target group: Managers, Supervisors, Coaches, Recruiters, Trainers, Teachers, Medical Professionals, Individuals.

PREREQUISITE

The three day Basic Training seminar (101a) is a prerequisite for this training.

A participant is accepted provided that he can provide proof of a minimum of 3 days of Basic PCM training in the last two years prior to the start of a Module II training.

DURING THE TRAINING

- The seminar includes theory and practice
- The trainer will use real life examples, videos, pictures and articles from everyday life to illustrate
- There will be a number of exercises designed to integrate the theory and apply it in practice
- The style is interactive, with room for comments, questions and personal cases or examples from the participants
- During the training, you will learn much about yourself and others, how

OUTCOME

- Application of PCM model in your professional & private life.
- A list of other PCM courses that you qualify for

More info, course dates & registration on
www.processcommunication.be

Given by: **KAHLER
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