



Meetings : how to stand your ground in a competitive environment L1 (anglo-saxon setting)

Four Sessions Coaching Program

Coaching Objectives

Coachee will be:

- Be better equipped to anticipate and respond to debate challenges.
- How to navigate and overcome gender biases and stereotypes.
- Be assertive when proposing solutions.
- Be successful at defending opinions and ideas.
- Be strategic when answering some tough attacks.
- Not be destabilized when challenged.
- Knowing how to counter argument.
- Keeping a constructive tone even when it gets tense.

Pedagogy

- Practice and feedback: Coachee will have plenty of opportunities to practice these skills in role-playing exercises and receive feedback directly with and from the trainer.
- This will help them develop one's skills and confidence in using assertive communication strategies in a variety of business interactivity situations.

Time Format

- Four 3,5 hours coaching sessions.

Agencies Prices

- 800 euros X 4.

Individuals Price

- Contact us.

CONTACT



FACE-PUBLIC

PatrickJAYCommunications
4 Place de l'Opéra
F-75002 Paris

+33 (0)6 07 19 18 42

patrickjay@face-public.fr

www.face-public.fr

Key Content

Interactivity strategies

- What business assertiveness is and why it is important in professional communication and rapports.
- How to use assertiveness to propose solutions and defend ideas in a clear, confident manner that does not come across as aggressive or confrontational.
- Effective communication strategies that will help defend opinions and ideas (active listening, summarizing, restating, etc.).

Interactivity tools and techniques

- How to respond strategically, using counter arguments and counter questions to keep the conversation on track.
- How to ask open-ended questions that encourage discussion and exploration of different perspectives.

Techniques to disarm gender biases and stereotypes.

- Assertiveness and confidence
- Strategic language
- Body language and nonverbal cues
- Emotion regulation
- Humor and self-deprecation

Useful language techniques

- Introducing an argument
- Supporting an argument
- Acknowledging counterarguments
- Refuting counterarguments
- Concluding an argument
- Challenging opponents
- Summarizing an exchange

Assertive body language to stand ground.

- Confident and upright posture
- Eye contact
- Facial expressions
- Hand gestures
- Assertive movements
- Controlled breathing

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Using tactical empathy

- Gaining Trust through Active Listening.
- Body language mirroring.
- Verbal empathic cues.
- Paraphrasing /Clarifying.
- Labelling émotions.
- Asking Open-Ended/Probing Question followed by calibrated questions.

How to stand one's ground.

- Affirming position
- Restating argument
- Challenging opponents
- Using persuasive language
- Summarizing argument

Challenging false assumptions

- Questioning the premise
- Requesting evidence
- Highlighting flaws
- Offering alternative perspectives
- Concluding with evidence

Useful rhetoric tools

- Counterarguments: how to respond to counterarguments effectively, using logic and evidence to support position.
- Logical fallacies: how to recognize and avoid logical fallacies, such as ad hominem attacks or false equivalencies, which can weaken arguments.
- Verbal takedowns: how to use verbal takedowns, such as rhetorical questions or irony, to undermine the opponent's arguments or expose weaknesses in position.
- Persuasion techniques: "foot-in-the-door" technique, "door-in-the-face" technique, etc.
- Emotional appeal: how to use emotional appeal to one's advantage in debates and competitive interactions, such as by using stories or anecdotes.
- Framing: how to frame arguments in a way that makes them more persuasive ("us versus them" language, framing position as the more ethical or moral one, etc.)
- Timing and delivery: how to use timing and delivery to one's advantage, such as by using pauses for emphasis or by speaking with confidence and conviction.

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Interactivity tools and techniques in difficult situations

- Dealing with difficult situations: how to handle difficult situations, such as when ideas are being challenged or when facing tough attacks.
- How to keep a diplomatic and constructive tone even when the conversation gets tense.
- How to avoid getting defensive or emotional, and instead focus on finding common ground and moving the conversation forward.

Useful language techniques

- Power language: how to use power language, such as strong verbs and action-oriented language, to create a sense of urgency and importance around one's ideas and proposals.
- Persuasive language: how to use persuasive language techniques, such as emotional appeals, rhetorical questions, and vivid imagery, to make one's ideas and proposals more compelling.
- Reframing: how to reframe arguments and ideas in a way that makes them more attractive to others.
- Language for negotiation: how to use language that is effective for negotiation, such as framing one's ideas as win-win solutions, acknowledging the other person's perspective, and using "if-then" statements to explore different scenarios.
- Politeness and diplomacy: how to use polite and diplomatic language and avoiding confrontational or aggressive language to maintain a positive tone and build relationships with others.
- Analogies and metaphors: how to use analogies and metaphors to explain complex ideas and concepts in a way that is easy for others to understand.
- Self-deprecating humor and storytelling: how to use self-deprecating humor and storytelling to engage one's audience and make one's ideas more memorable.

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