



# Communication Skills Workshop

(Based On The International Selling Textbook)

**DOES YOUR POSITION REQUIRE TRAINING OR SPEAKING IN FRONT OF A GROUP? ARE YOU FEARFUL OF PUBLIC SPEAKING? NEED TO KNOW HOW TO START YOUR NEW ROLE AS A TRAINER? NEED A REFRESHER ON UPDATED RESEARCH-BASED COMMUNICATION SKILLS?**

**Nonprofit, Sales, Clergy, Human Resources, Small Businesses, Large Corporations, Teachers, Insurance, Government, or Healthcare; this workshop is for you!**

## CORE FOUNDATION CONTENT

The opening core module for this workshop lays the foundation for the optional add-on modules, which an organization can custom develop, depending on the needs of their staff. The lessons covered in the opening session include:

- Assumptions/Biases/Realities of Communication
- Communication Skills - Review
- Individual Personality Assessment
- Developing Engagement
- Active Listening & Interpretation Exercise
- Eisenhower Principle for Productivity
- Price's Law
- The Energy of Communication

This 90-minute foundational module will improve your staff's communication skills. Next, pick and choose any of the following in-depth modules based on your organization's timeframe, budget, and the educational needs of your staff.

## TOPIC SPECIFIC MODULES

The following in-depth, topic specific modules are available for an organization to customize staff training sessions. They are geared to strengthen the productivity and goals of your organization:

- **Needs Analysis Applications & Techniques**
- **Body Language & Proxemics**
- **Developing Adult Learning Theories**
- **Basics of Public Speaking for Beginners**
- **Multiple Intelligences in Workplace Training**
- **Socratic Method Implementation**

These modules range from 1 hour to 3 hours each in content length. We are happy to discuss how these topics, along with the textbook, can enhance your workplace training goals.

### THIS PROGRAM IS IDEAL FOR:

**Non-Profit Board or Staff Retreats, Corporate Trainings, Teacher In-Service, Team Building Sessions, New Business Strategic Planning, or Motivating Stagnant Business and Employees!**

**RHONDA CARLSON - PERFORMANCE COACH, AUTHOR, EDUCATOR:**

*"Ken Owens provides a fresh approach to communicating, motivating, and training by combining science, an understanding of the human experience, and years of success as a community leader."*

**STAYWELL CORPORATION:**

*"I can tell that you're really committed to what you do. If there's going to be any change in the world, there needs to be more people like you."*

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**THEKENOWENS.COM**



**Ken Owens** is a human-potential consultant and workplace trainer with 30+ years of corporate, nonprofit, government, and small business experience; as well as being a former annual corporate \$1 million sales producer. He has spoken and conducted training programs in 47 of the 50 United States; along with Canada, Puerto Rico, The Bahamas, England, and Slovenia. You have seen him on **ABC's Good Morning America**, and he is available to work with your organization.

**Ken is based in Detroit and Las Vegas; with worldwide travel available**  
*Programs Designed To Awaken YOUR Inner Potential*