



AMCA

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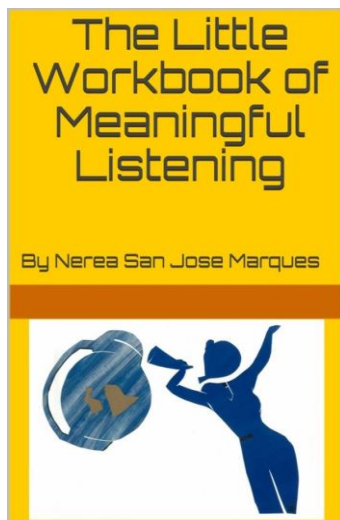
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Nerea San José is trained as a clinical hypnotherapist, coach and a Master practitioner of NLP. In the last nine years, she has been helping people with her therapeutic skills and it is very rewarding when clients leave the therapy room achieving their goals.

(www.ahypnoticsolution.com)

Now, she takes her skills further and works in corporate training as a personal development facilitator. She is interested in helping people improve their listening skills in the corporate world.

Companies lose a lot of money from human error and the great majority of these errors are due to misunderstanding in receiving and interpreting the verbal message.



Nerea San José Marqués

Listen2£Earn

***Personal development facilitator
in listening skills and assertive
communication.***



simplifying Business

General view of the training seminar

Connecting your organisation to your workforce

Definition of listening.

Self-rating as a listener.

Reasons to communicate: our percentage of time spent listening during the day.

Barriers of communication.

Principle of Listening: The listening Model: SIER.

Self-awareness- you as a listener: your L.I.P.A.

Types of listening.

Benefits of listening.

Effective listening: active and meaningful listening.

Signs of active listening. A-S-K model.

Your goal settings as a listener: check your improvements.

Overcome barriers of communication. My egg- I cook it and eat it.

Techniques to improve your listening skills. The Golden pause.



Benefits for your organisation

Your organization will increase its culture of

- Empowerment.
- Assertiveness and team-work.

Managers will be better team players by allowing others to contribute in meetings. They will also learn how to empower others by listening.

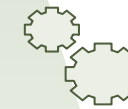
Directors will become better leaders by listening 51% of the communication process. They are able to spot the information that it is useful to the organisation. They will also learn how to delegate in an effective and productive way.



Flexible training for

Your organisation needs

Listen2£Earn seminar is tailored to your organisation



CUSTOM SOLUTIONS

Listen2£Earn training seminar covers your organisation needs.

You only need to define what outcome you want to achieve and the training is focus on achieving those results.

Your organisation decides how long the training should be (days/hours).

Individual benefits of the training seminar

Listen2£Earn

People who learn to listen well, will also learn to spot the value moment- that piece of information, that part of their listening that will prove most relevant to them.

Some benefits of good listening are:

- Win friends.
- Solve a problem for the other person.
- Get better work and cooperation from others.
- Stimulate the speaker.
- Make better decisions.
- Sell (yourself or a product).
- Prevent trouble.
- Gain confidence.
- Increase your enjoyment.
- Find time to think.