

Perceptive Business Interviewing™

This program will assist individuals and organisations to be 'ahead of the pack' in the competitive business world.

Learn to be more aware of your own behaviours and how they impact on interviews and communication. Live activities and powerful video material will test your skills at detecting behaviours associated with deception.

Become more observant, better understand human behaviours and build stronger professional relationships.

Customised programs are available to meet specific organisational needs and are delivered in one and two day formats.

These programs will give you:

- ✓ Improved skills in eliciting accurate & detailed information
- ✓ The ability to better read people & situations
- ✓ An awareness of behaviours associated with lies & hiding the truth
- ✓ Greater confidence when conducting difficult interviews
- ✓ The ability to prepare & ask more effective questions

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Other Popular TGI Training Programs & Seminars

- Perceptive Interviewing™
- Interviewing for Success™
- Interviewing for the Truth
- Communicate with Confidence
- Managing Workplace Challenges
 - Professional Presentations
- Secrets to Successful Rapport
- The Power of Body Language

CALL

1300 855 618

OR INTERNATIONAL

613 9818 8030

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Perceptive Business Interviewing™

When you need to get accurate information

- *Business Interviews & Meetings*
- *Management Interviews*
- *General Business Communications*





Participants will improve their powers of observation and become more aware and perceptive – and that's just in the first hour of the program!

For security and investigative interviews see **Perceptive Interviewing®**
For training in conducting recruitment interviews see **Interviewing for Success™**

"I will use my learnings to better communicate and obtain more information. Will also use it to target for follow up those areas identified where clusters of behaviour have been observed" **James, AMP Capital**

"I am pleased to highly recommend this training.... the content of this program goes beyond standard recruitment or investigative interviewing tips....they demystify common beliefs...without exception the feedback from the course participants was overwhelmingly positive....the Head of Equities now views this training as a core component of his team's annual development plans"
Lisa Ryan HR Manager, Portfolio Partners

"Excellent Course. Self awareness of how other people read your behaviour and awareness of non-verbal information to help make investment decisions was very helpful" **James, Macquarie Securities.**

"The trainer engaged the group. It made an intense day good for a high level group that don't like having their time wasted. Very useful."
Andrew, JPMorgan

Participants who have benefited from this program include:

- Analysts
- Business Managers
- Equity Managers
- Chief Executive Officers
- Human Resource Managers
- Executives
- Insurance Assessors
- Sales Managers
- Finance Managers
- Solicitors
- Research Analysts
- Consultants

Perceptive Business Interviewing™

- Gain confidence to conduct better interviews & meetings
- Formulate & ask more effective questions
- Uncover behaviours associated with deception
- Build stronger professional relationships
- Read people & situations

If you work in a role where you rely on information from others to assist with your decision-making, then this is an essential development program for you. Don't leave it to chance: develop the skills to get the information you need to boost your results and make sound business decisions.

Even the most experienced professionals have gained immediate benefit from this program and have walked away with an increased ability to ask highly effective questions, build stronger relationships and elicit critical information from others.

The Perceptive Business Interviewing™ program offers you the opportunity to review your existing interviewing and communication methods and learn new techniques to strengthen behaviours, be more aware and perceptive. You will also learn about behaviours associated with lies and withholding the truth.

This innovative program has been praised throughout Australia and internationally by professionals at the highest levels.



visit us now at traininggroup.com.au or call to discuss a customised program for your organisation

