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Press text:

Discussion: Mastering the Skills of Moderation

Leading Discussions, Conducting Surveys, Steering Roundtables and Using Manipulation

This book focuses on the subjects of moderation, discussion-rounds, surveys, round tables and different forms of dialogs. It demonstrates how to lead a conversation properly, how to avoid manipulation and how to reach a target-oriented outcome. Among others, the content includes the following subjects:

- The first decisive impression
- Interpersonal communication
- What language tells us
- From monolog, over dialog to a group conversation
- Group dynamics in group conversation
- Moderating a conversation round, surveys and interviews
- Reciprocal interdependence and influence
- Manipulation through statistics or smart display

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Leading Discussions, Conducting Surveys,
Steering Roundtables and Using Manipulation
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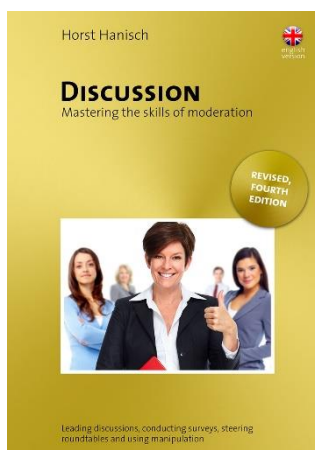
€ 24,90 e-book: € 12,99

Horst Hanisch has worked as author, trainer,
and coach for more than 35 years.

He lectures in fields including communication,
personality development, soft skills, and
etiquette.

He has published more than 120 books.

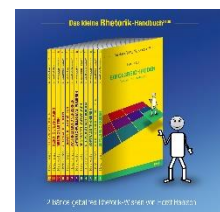
Horst Hanisch holds in-house company
training courses, and open seminars on topics
such as 'Business Etiquette', 'Table Manners',
'Self-Confident Presenting' and 'Presentation
and Rhetoric'.



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