

Using Influence and Power through Non-Verbal Communication: “Becoming Comfortable with the Discomfort of Power.”

By Michael Grinder

Tele-seminar / training details

Date: Wednesday, February 4, 2009

Starts: 9:00am Pacific / 11am Central / Noon Eastern

This teleseminar starts on time according to <http://www.time.gov> so please dial-in five minutes early so you don't miss any content.

Phone: 712.432.1680

Pass code: 352953#

Hosted by: Sharon Sayler

More info: <http://www.michaelgrinder.com/2009-certifications/>

4 Tips to Get the Most Out of this Call

1. Print out this pdf so you can write and take notes during the call
2. Think of how to quickly implement the insights revealed on the call
3. Make a deadline to complete at least 3 tips you'll learn on the call
4. Keep this handout and make notes of your insights.

Notes

Part One: Power

1. Power:

Why _____

What _____

How _____

How would you know what is your comfort level with power?

Breathing

When person is	Indicators of shallow/high Breathing	Indicators of abdominal/low breathing
Moving		
Talking		
Reposing		

2. How to increase our comfort with power:

Visual – what do we do with our eyes?

	When interaction is “+”	When interaction is “-“
2-point communication		
3-point communication		

Auditory – what do we do with our voices?

Kinesthetic – what do we do with our body?

Breathing – what do we do with our breathing?

Voice	+ Breathing	= Interpretation
Credible	↑	
Credible	↓	
Approachable	↑	

Summary

So today we have covered 12 skills or patterns that we demonstrate, practice and guarantee mastery in our course, Charismatic Leadership Certification.

The textbook we use, *The Elusive Obvious, The Science of Non-verbal Communication* contains 21 patterns. (The numbers on this list refer to the number of each pattern within the 21 Pentimento Patterns. The patterns this program covers are:

1. When to make _____ and when to _____.
2. How to make the transition from eye contact to paper and from paper back to eye contact.
4. How to produce two different voice patterns. They are _____ and _____ . When do I use each? _____

6. How to get people's attention by using _____ (then pause) and then _____.
8. Create two locations – one for _____ and one for _____ and _____ items.
9. The importance of talking with our hands and then _____ the gesture when we pause.
14. Coordinate our hands with our voice so that when we talk with our palms _____ our voice is naturally credible. When we talk with our palms _____, our voice is naturally approachable.
17. Understand that we influence another person's metabolism by our _____ and _____.
18. We want to form the habit of using our hands when talking, freezing them when we pause, and then moving the hands (head and lips) again when we start to talk again. This allows the listener to connect the information before the pause with the information after the pause. When new information is connected with previous information, the listener _____ better.

19. When we have covered something negative, such as managing an individual, we want the group (and hopefully the individual) to have amnesia and focus on the next item at a meeting. We assist the members' amnesia by _____ and then after we have _____, shifting our body to a new position, settle in to the new position and only then start to talk.

20. We have a choice of using either a credible or an approachable voice pattern. We want to use low, abdominal breathing with each of them. With the _____ voice we want to be seen as definitive instead of angry; with the _____ voice we want to be seen as seeking info instead of pleading.

21. At all times we want to appear intelligent. The best way to appear intelligent is _____.

Information:

Charismatic Leadership Certification Training

This is a training program with the option of being certified.

April 3-5 continuing on May 1-3.

Register online at <http://www.michaelgrinder.com/2009-certifications/> or contact Gail Grinder (360) 687 3238

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