

Psychotherapists are good Management Trainers

I will do the same - starting from tomorrow!

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agenda

- * about us
- * why?
- * skills already at hand
- * examples
- * let's get started
- * shit happened

about us

* education:

* psychologists, psychotherapists, hypnotherapists, mental trainers, ...

* setting:

* business seminars for about 30 different companies from craft to pharma

established in own practices

CS:

leadership, negotiation techniques, sales, team development, stress management, self management, communication, presentation, job interviews, assessment center, ...

partners, colleagues, friends, ... authors of nine books



why be a management trainer?

- * it's fun
- * you'll get applause
- * you'll get money
- * you'll get variety
- * you already know much about it
- * you will always be one step ahead
- * you will have a very thankful audience

skills already at hand

- * systemic therapists

- * ... know how to lead groups and move around in systems

- * ... respect the variety of people and opinions

- * behavior therapists

- * ... know a lot about learning principles

- * ... know what works to sustainably change behavior

- * hypnotherapists

- * ... know a lot about language and how to fascinate people

- * ... are at ease when dealing with „resistance“

but I do not have any expertise ...?

by the way, talking expertise ...

- * ... many business trainers are experts in economy
- * ... many are just self-made men *„I tell you what works for me - it should work for you, too“!*
- * No! This is not true, and it is not what is needed!
- * leadership, negotiation, stress management, selling ... - *it is **all** about psychology!*
- * if you are a psychologist, you are a scientist! you really know what you are talking about!

example: negotiation

- * what skills do you need?
 - * ask good questions
 - * be a good listener
 - * show respect to someone having another opinion
 - * be solution focused
 - * read body language

YOU have these skills!
THEY do not, necessarily - so
YOU can SHOW them!

example: leadership

- * what skills do you need?
 - * know how to motivate
 - * master questioning techniques
 - * know how to cope with resistance
 - * know about group dynamics
 - * be solution focused
 - * support others in their personal growth

YOU have these skills!
THEY do not, necessarily
- so YOU can SHOW them!

think about another one: selling?

* what „is“ selling? what would you teach, if tomorrow you had to give some lessons in selling?

* let's do mumble groups for 5 minutes!

... find out what the other needs

* what did you find?

... talk hypnotically (if you will)

* it is all about, e.g. ...

... ask the right questions

... handle resistance

... listen well

... make good joining

... know social psychology

... read body language

and even better: what about ...

- * ... stressmanagement?
- * ... work life balance?
- * ... self management?

we are at home with these
topics, anyway!

any questions so far?



let's get started: group trance

- * grab some pen and paper
- * go into trance ... nowwwwww ...
 - * 3 minutes before a soccer game or a concert: your message ... ?
 - * your core subject(s)?
 - * your core competencies?
 - * the setting: are you alone or with partner(s)?

mumble groups, 5 min.

shit happened

- * three key learnings:

- * „he will show you to be a good leader!“, „now let yourselves be entertained!“ => framing in the beginning!
- * „shrink the group: 350 to 50 participants“ => check the target group!
- * „2 days are finished on monday 12:30pm“ => if you panic, slow down!

questions?



enjoy, have fun, have success!

