

Building Rapport and Relationships

The Importance of 'Getting Together'

In today's digital age with the rise in Social Media we seem to have reached a point where we just throw information at each other and hope some of it sticks. The art of building a strong relationship with rapport and long term significance is dying out. This is your opportunity to rekindle these skills and improve relationships as a result.

This workshop will explore the significance of rapport, relationship building and influencing others. The core of this workshop will look at the effect of rapport building and its relevance to effective coaching.

Managers will look at the features and causes of good and poor rapport. Participants will also be encouraged to think about how they experience rapport in productive and healthy relationships, and how this can be developed in the coaching setting.

Topics covered

Specific topics will include:

- **What is rapport and why so important?**
- **Building rapport**
- **Active listening skills**
- **The art of questioning**

This workshop is suitable for all employees including Middle and Junior management.



Patrick Lund



Patrick has a strong background in the private, public and third sector and incorporates a range of coaching and psychological approaches to enable individuals to maximise their performance and utilise their full potential.

He has worked in education, community development and management consultancy, and has a unique blend of styles for developing people with integrated approaches to personal and corporate wellbeing.

Patrick has an underpinning belief that the more an individual learns about their own preferences, aspirations, motivations and areas for development, the greater their performance will be. From individual and team analysis, through to leadership development, he is skilled in the use of such interventions to provide measurable results.

Patrick is a qualified counsellor and trained in the use of solution focused models, skilled helper approaches and transactional analysis.

Qualifications

- Certificate and graduate diploma in counseling
- TA foundation certificate in psychotherapy
- Diplomas in both life and performance coaching
- NLP practitioner