



CoachingHer

Coaching for Empowerment and Success



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Coaching for Mothers

- Communication and Negotiation skills -

Objectives of the Workshop

- ✓ Clear and effective communication with family, colleagues...
- ✓ Strengthening assertiveness and conflict resolution
- ✓ Respectful interactions
- ✓ Expressing one's own needs
- ✓ Strengthening the ability to negotiate

"Communication & Negotiation skills" for You

- "How do you negotiate and communicate in your everyday life?"
- "What hinders you most in your daily routine?"

Basics of Communication

- Transmitter-receiver model
- Body language, tone of voice, facial expressions
- I-messages vs. you-messages

"I'm stressed because..." instead of "You always do..."

Basics of Communication

- Active listening: Showing attention, asking questions & reflecting
- Clarity and precision
- Empathy & emotional Intelligence

Conducting conflict discussions

De-escalation

Recognizing needs

Basics of Negotiation

- Recognizing and formulating interests
- Willingness to compromise
- Persuasiveness

- *Strategies: Seek win-win, make realistic demands*

Exercise: Role Plays

- Role plays using case studies
 - a) Saying no
 - b) Setting boundaries without the feeling of guilt
 - c) Communication in the family
 - d) Staying clear and friendly
 - e) Self-assertion in everyday life

Reflection on the exercise

- Group work
- Factual, social, individual level of reference
- Goal: Development of sovereignty

Reflection on the Exercise (Part 2)

- Group work
- "My Conversation Challenge"

Tools and aids for everyday life

- Internalization through daily repetition
- Thematizing (practicing) in the family (safe setting)
- Stress in conversations -> breathing technique

Conclusion

- "What do I want to implement in concrete terms?" (personal goal)
- Worksheet

THANK YOU!