Effective Business Communication and Corporate Etiquette Training Course



02 - 06 Nov 2026

Lisbon

4500 € (Per Person)

Ref: #CW9150_178465

Course Introduction / Overview:

In today's interconnected and fast-paced corporate world, the ability to communicate effectively is no longer a soft skill but a critical driver of success. This comprehensive training course is meticulously designed to transform participants into confident, articulate, and influential communicators. Drawing upon foundational principles from communication theory, such as those articulated by Paul Watzlawick in his seminal work "Pragmatics of Human Communication," this program explores the axiom that one cannot not communicate. Every action, or inaction, carries a message. This course moves beyond basic theory to provide practical, actionable strategies for mastering verbal, non-verbal, written, and digital communication. Participants will learn to navigate complex interpersonal dynamics, deliver persuasive presentations, write with clarity and impact, and handle difficult conversations with professionalism. BIG BEN Training Center has developed this program to equip professionals with the tools to build stronger relationships, enhance team collaboration, and drive organizational objectives through the power of strategic communication. It is an immersive journey into the art and science of effective business communication.

Target Audience / This training course is suitable for:

- Managers and Team Leaders.
- Project Managers and Coordinators.
- Sales and Marketing Professionals.
- Human Resources and Training Specialists.
- Customer Service Representatives and Account Managers.
- Administrative and Executive Assistants.
- Technical Professionals and Engineers.
- Consultants and Business Analysts.
- Any professional seeking to enhance their communication and interpersonal skills.

Target Sectors and Industries:

- Information Technology and Telecommunications.
- Banking, Finance, and Insurance Services.
- Healthcare and Pharmaceutical Industries.
- Engineering and Construction.
- Retail and Consumer Goods.
- Hospitality and Tourism.
- Governmental Bodies and Public Sector Organizations.
- Consulting and Professional Services.
- Non-Profit and Educational Institutions.

Target Organizations Departments:

- Human Resources and Talent Development.
- Sales and Business Development.
- Marketing and Public Relations.
- Customer Support and Client Services.
- Project Management Office.
- Operations and Administration.
- Information Technology.
- Finance and Accounting.
- Executive Management.

Course Offerings:

By the end of this course, the participants will have able to:

- Master the core principles of the communication process and identify common barriers.
- Utilize active listening and questioning techniques to foster understanding and rapport.
- Craft clear, concise, and professional business emails, reports, and proposals.
- Deliver confident, engaging, and persuasive presentations to diverse audiences.
- Effectively interpret and use non-verbal cues and body language.
- Navigate difficult conversations and provide constructive feedback with diplomacy.
- Apply proven strategies for conflict resolution and negotiation in the workplace.
- Adapt communication styles for cross-cultural and virtual team environments.
- Uphold professional corporate etiquette in various business settings.

Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, experiential, and participant-centered. We believe that true skill development occurs through practice and application, not passive listening. This course utilizes a blended learning approach that includes facilitator-led discussions, interactive presentations, and in-depth case study analyses based on real-world business scenarios. A significant portion of the training is dedicated to practical exercises, including role-playing for difficult conversations, group workshops for crafting business documents, and individual presentation delivery with peer and facilitator feedback. This hands-on approach ensures that participants can immediately apply the learned concepts in a safe and supportive environment. We foster a collaborative atmosphere where participants are encouraged to share their own experiences and challenges, creating a rich and relevant learning tapestry. The focus is on tangible outcomes, ensuring every professional leaves with a refined skill set and the confidence to apply it effectively in their workplace.

Course Agenda (Course Units):

Unit One: Foundations of Professional Communication

- The Communication Process Model.
- Identifying and Overcoming Communication Barriers.
- Verbal vs. Non-Verbal Communication Dynamics.
- The Art of Active Listening and Empathetic Response.
- Developing Clarity, Conciseness, and Coherence in Your Message.
- Introduction to Different Communication Styles.
- The Impact of Perception and Bias in Communication.

Unit Two: Mastering Business Writing and Email Etiquette

- Crafting Professional and Effective Emails.
- Structuring Persuasive Business Proposals and Reports.
- Achieving the Right Tone in Written Communication.
- Proofreading Techniques for Error-Free Writing.
- Communicating Complex Information Clearly in Writing.
- Guidelines for Digital Communication and Netiquette.
- Writing for an International Audience.

Unit three: Interpersonal Skills and Verbal Communication Excellence

- Techniques for Building Rapport and Trust.
- Delivering Powerful and Memorable Presentations.
- The Art of Persuasion and Influence.
- Giving and Receiving Constructive Feedback Effectively.
- Managing Difficult Conversations with Confidence.
- Effective Questioning Techniques to Guide Conversations.
- Mastering Storytelling for Business Impact.

Unit Four: Navigating Complex and Digital Communication

- Strategies for Effective Cross-Cultural Communication.
- Communication for Conflict Resolution and Negotiation.
- Leading and Participating in Productive Meetings.
- Best Practices for Virtual Communication and Video Conferencing.
- Managing Your Professional Digital Footprint.
- Communicating Effectively Within and Across Teams.
- Assertiveness Skills for Professional Interactions.

Unit Five: Strategic Communication and Corporate Etiquette

- Aligning Communication with Organizational Goals.
- Fundamentals of Leadership Communication.
- Introduction to Crisis Communication Principles.
- Networking Skills and Building Professional Relationships.
- Mastering Business and Dining Etiquette.
- The Protocol of Professional Introductions and Follow-ups.
- Developing a Personal Communication Action Plan.

FAQ:

Qualifications required for registering to this course?

There are no requirements.

How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

Something to think about:

In an era of increasing AI-driven communication, what is the evolving role of human empathy and non-verbal cues in building genuine business relationships?

What unique qualities does this course offer compared to other courses?

This course distinguishes itself through its holistic and behavior-focused approach to communication mastery. While many programs concentrate on isolated skills, we integrate foundational theories with contemporary, practical applications, creating a comprehensive learning experience. The curriculum is uniquely structured to build skills progressively, starting from self-awareness and foundational principles and advancing to complex strategic applications like leadership and cross-cultural communication. Unlike courses that are heavily theoretical, our emphasis is on experiential learning through extensive role-playing, real-world case studies, and personalized feedback sessions. This ensures that participants do not just learn about effective communication; they practice and internalize it. Furthermore, the inclusion of modules on corporate etiquette and digital professionalism addresses the modern nuances of the corporate environment, preparing participants for a wide array of professional interactions. The course is designed not just to impart knowledge, but to foster a lasting change in communication habits, empowering participants with the confidence and competence to excel in any business context.