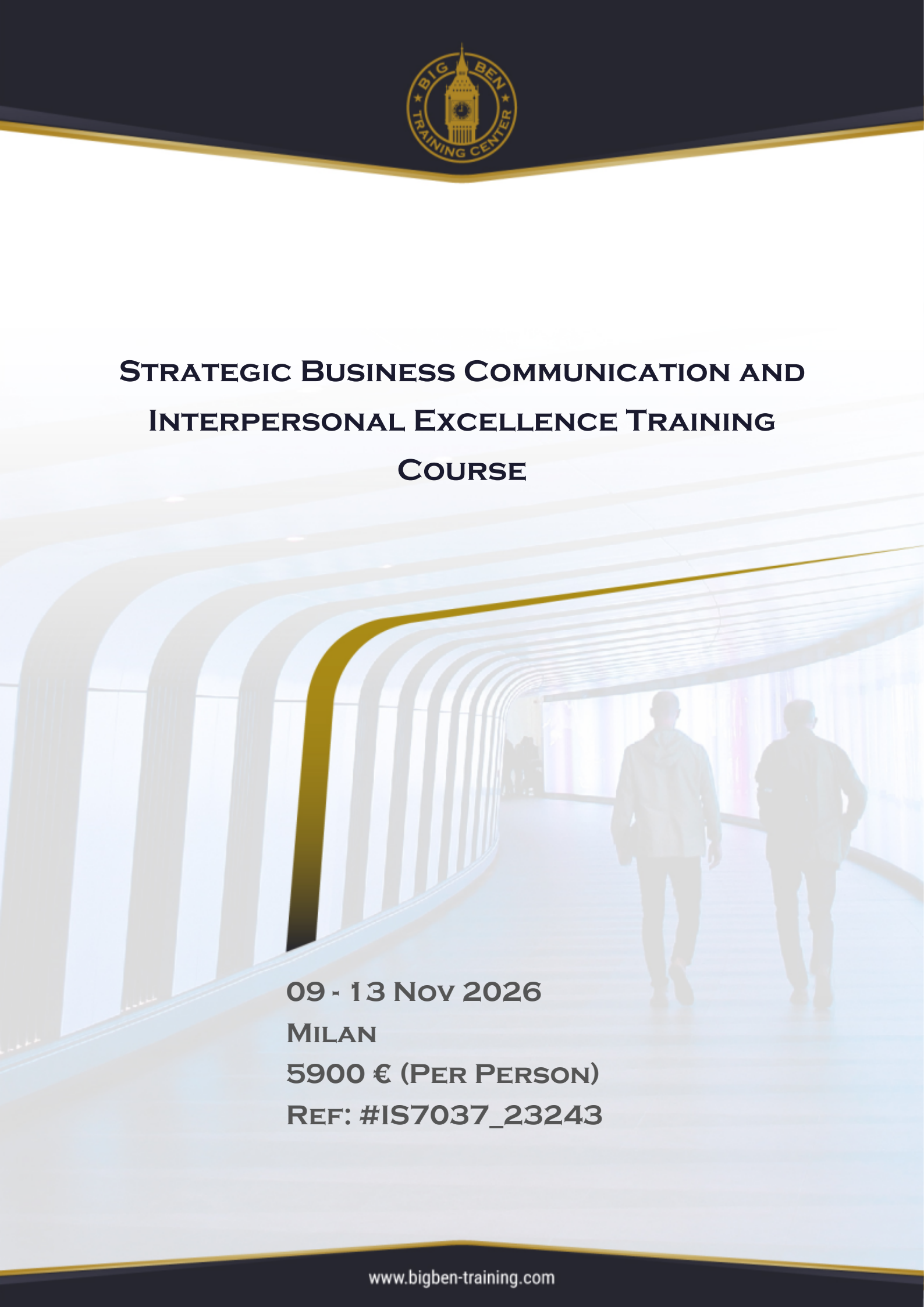
Strategic Business Communication and Interpersonal Excellence Training Course



09 - 13 Nov 2026

Milan

5900 € (Per Person)

Ref: #IS7037_23243

Course Introduction / Overview:

In today's dynamic business environment, effective communication is not merely a skill but a strategic imperative. This comprehensive training course, offered by BIG BEN Training Center, is meticulously designed to transform participants into adept communicators, capable of navigating complex professional landscapes with confidence and clarity. From foundational principles to advanced strategies, this program delves deep into the art and science of strategic business communication and interpersonal excellence. Participants will explore how to craft compelling messages, foster stronger professional relationships, and influence outcomes through articulate expression and empathetic understanding. Drawing inspiration from influential works like Dale Carnegie's "How to Win Friends and Influence People," the course emphasizes practical application, ensuring that every concept learned translates into tangible improvements in workplace communication, leadership communication, and team collaboration. We address critical areas such as conflict resolution, negotiation skills, and impactful presentation techniques, equipping professionals with the tools to manage difficult conversations and engage diverse stakeholders effectively. This course is an essential journey for anyone seeking to enhance their professional development, cultivate executive presence, and achieve communication excellence in every interaction.

Target Audience / This training course is suitable for:

- Managers and Team Leaders.
- Executives and Senior Professionals.
- Project Managers and Coordinators.
- Human Resources Professionals.
- Sales and Marketing Specialists.
- Public Relations and Corporate Communications Personnel.
- Supervisors and Aspiring Leaders.
- Anyone seeking to enhance their strategic communication and interpersonal skills.

Target Sectors and Industries:

- Corporate and Financial Services.
- Healthcare and Pharmaceuticals.
- Technology and IT Services.
- Manufacturing and Engineering.
- Consulting and Professional Services.
- Non-Profit Organizations.
- Government Agencies and Equivalents.
- Education and Academia.
- Retail and Consumer Goods.
- Media and Entertainment.

Target Organizations Departments:

- Human Resources Department.
- Marketing and Sales Department.
- Public Relations Department.
- Operations Department.
- Project Management Office.
- Executive Leadership Department.
- Customer Service Department.
- Corporate Communications Department.
- Legal Department.
- Training and Development Department.

Course Offerings:

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

- Master strategic communication frameworks for diverse business contexts.
- Enhance interpersonal skills to build stronger professional relationships.
- Resolve workplace conflicts and manage difficult conversations effectively.
- Negotiate successfully and achieve mutually beneficial outcomes.
- Deliver impactful presentations with confidence and clarity.
- Practice active listening and empathetic responses in all interactions.
- Develop emotional intelligence for improved team collaboration.
- Lead with persuasive communication and influence stakeholders.
- Craft compelling written communication for various digital platforms.
- Formulate a personal action plan for sustained communication excellence.

Course Methodology:

BIG BEN Training Center employs a highly interactive and experiential learning methodology for this course, ensuring maximum engagement and practical skill development. Our approach integrates a variety of proven techniques designed to facilitate deep understanding and immediate application of strategic business communication and interpersonal excellence. Participants will engage in dynamic group discussions, allowing for the exchange of diverse perspectives and collaborative problem-solving. Extensive use of real-world case studies will provide opportunities to analyze complex communication scenarios and develop effective strategies. Role-playing exercises will simulate challenging workplace communication situations, enabling participants to practice negotiation skills, conflict resolution, and persuasive communication in a safe and supportive environment. Constructive feedback, both from instructors and peers, is a cornerstone of our methodology, fostering continuous improvement. Interactive workshops and practical exercises are woven throughout the five days, ensuring that theoretical knowledge is immediately translated into practical application. This hands-on approach guarantees that participants not only learn about effective communication but also actively develop and refine their own communication strategies and interpersonal skills.

Course Agenda (Course Units):

Unit One: Foundations of Strategic Communication

- Understanding the communication process and its components.
- Identifying common communication barriers and how to overcome them.
- Developing a strategic communication mindset.
- The role of perception and bias in business communication.
- Ethical considerations and transparency in corporate communication.
- Introduction to various communication styles and their impact.
- Setting clear communication objectives for desired outcomes.

Unit Two: Mastering Interpersonal Dynamics

- Active listening techniques and empathetic responses.
- Interpreting and utilizing non-verbal communication cues.
- Strategies for building rapport and fostering trust.
- Developing emotional intelligence in professional interactions.
- Giving and receiving constructive feedback effectively.
- Understanding and adapting to diverse communication preferences.
- Cultivating a positive and inclusive communication climate.

Unit Three: Advanced Communication Strategies for Influence

- Techniques for persuasive communication and advocacy.
- Effective negotiation skills and conflict resolution strategies.
- The power of strategic storytelling in business contexts.
- Communicating change and managing resistance effectively.
- Leading through communication and inspiring teams.
- Stakeholder engagement and management best practices.
- Developing and projecting executive presence.

Unit Four: Impactful Presentation and Public Speaking

- Structuring compelling and memorable presentations.
- Designing effective visual aids and supporting materials.
- Strategies for overcoming public speaking anxiety.
- Delivering presentations with confidence, clarity, and impact.
- Techniques for engaging and maintaining audience attention.
- Handling challenging questions and answers sessions professionally.
- Best practices for virtual presentations and online meetings.

Unit Five: Digital Communication and Crisis Management

- Effective written communication for digital platforms and professional correspondence.
- Mastering email etiquette and virtual communication protocols.
- Leveraging social media for strategic business communication.
- Developing a robust crisis communication plan.
- Building and maintaining a positive organizational reputation.
- Navigating cross-cultural communication in a globalized world.
- Creating a personal communication action plan for continuous improvement.

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 what ways does the increasing reliance on digital communication platforms fundamentally alter the dynamics of interpersonal trust and influence in professional settings?

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

This Strategic Business Communication and Interpersonal Excellence Training Course stands apart through its holistic and deeply integrated approach to communication mastery. Unlike programs that focus solely on presentation skills or basic etiquette, this course provides a comprehensive journey from understanding foundational communication principles to mastering advanced strategies for influence, negotiation, and crisis management. We emphasize not just what to say, but how to think strategically about communication, fostering a mindset of proactive engagement and empathetic understanding. The course is rich in practical application, moving beyond theoretical concepts to provide real-world scenarios, extensive role-playing, and tailored feedback that ensures immediate skill transfer to the workplace. Participants will develop a nuanced understanding of interpersonal dynamics, emotional intelligence, and cross-cultural communication, equipping them to build stronger relationships and lead more effectively. Our focus on developing executive presence and the ability to manage difficult conversations with grace and impact ensures that participants gain a distinct competitive edge, making this an unparalleled investment in professional growth and communication excellence.