# Interpersonal Dynamics for Engineers and IT Professionals Training Course



28 Dec 2026 - 01 Jan 2027

Munich

5100 € (Per Person)

Ref: #IS8357_162270

## Course Introduction / Overview:

In today's technically-driven world, professional success is no longer solely dependent on technical prowess and analytical skills. The most effective engineers and IT professionals are those who can seamlessly blend their technical expertise with strong interpersonal abilities. This course addresses the critical communication gap that often exists in technical environments. It moves beyond theoretical concepts to provide practical, actionable strategies for enhancing communication, collaboration, and influence. As Daniel Goleman highlights in his seminal work, "Emotional Intelligence: Why It Can Matter More Than IQ," the ability to understand and manage one's own emotions, and those of others, is a powerful determinant of leadership and performance. This program, offered by BIG BEN Training Center, is meticulously designed to equip technical experts with the soft skills needed to lead projects effectively, resolve conflicts constructively, and communicate complex ideas with clarity and impact to both technical and non-technical audiences. Participants will learn to navigate team dynamics, build stronger stakeholder relationships, and ultimately elevate their professional value and career trajectory by mastering the art and science of interpersonal dynamics.

## Target Audience / This training course is suitable for:

- Engineers from all disciplines (Civil, Mechanical, Electrical, Software).
- IT Professionals and System Administrators.
- Data Scientists and Analysts.
- Technical Project Managers and Team Leads.
- Research and Development Specialists.
- Quality Assurance and Control Engineers.
- Technical Consultants and Solutions Architects.
- Field Service Engineers and Technicians.

## Target Sectors and Industries:

- Information Technology and Software Development.
- Engineering, Procurement, and Construction (EPC).
- Manufacturing and Industrial Automation.
- Telecommunications and Network Services.
- Aerospace and Defense.
- Energy and Utilities.
- Pharmaceuticals and Biotechnology.
- Government Agencies and Public Sector Technical Divisions.

## Target Organizations Departments:

- Engineering and Design.
- Information Technology (IT) and Information Systems (IS).
- Research and Development (R&D).
- Project Management Office (PMO).
- Operations and Production.
- Quality Assurance and Quality Control (QA/QC).
- Technical Support and Customer Service.
- Product Development and Management.

## Course Offerings:

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

- Develop self-awareness and emotional intelligence in a professional context.
- Master active listening and articulate communication techniques.
- Translate complex technical information for non-technical stakeholders.
- Build rapport and foster collaborative relationships within and across teams.
- Implement effective strategies for conflict resolution and negotiation.
- Deliver clear, confident, and persuasive technical presentations.
- Provide and receive constructive feedback to enhance team performance.
- Influence decision-making processes through effective communication.
- Lead technical meetings with clear objectives and actionable outcomes.

## Course Methodology:

The training methodology employed by BIG BEN Training Center is designed to be highly interactive, engaging, and directly applicable to the challenges faced by technical professionals. We believe that true skill development occurs through practice, not just passive listening. The course structure emphasizes experiential learning through a blend of expert-led instruction, real-world case studies drawn from the engineering and IT sectors, and dynamic group discussions. Participants will engage in extensive role-playing scenarios, such as navigating difficult conversations with stakeholders, presenting a project proposal, or mediating a team conflict. These practical exercises provide a safe environment to apply new skills and receive immediate, constructive feedback from both the instructor and peers. Team-based activities and collaborative problem-solving workshops are integrated throughout the five days to simulate project environments and reinforce the importance of effective teamwork. This hands-on, immersive approach ensures that participants leave the course not just with new knowledge, but with the confidence and proven ability to apply these interpersonal skills effectively in their workplace.

## Course Agenda (Course Units):

### Unit One The Foundation of Interpersonal Skills for Technical Minds

- The myth of the lone genius in modern tech and engineering.
- Understanding the impact of communication on project success and failure.
- Introduction to Emotional Intelligence (EQ) for analytical thinkers.
- Conducting a personal SWOT analysis of interpersonal skills.
- The psychology of communication for left-brained professionals.
- Setting personal development goals for the course.
- Bridging the gap between technical logic and human interaction.

### Unit Two Core Communication Skills for Technical Clarity

- The principles of active and empathetic listening.
- Decoding non-verbal cues and body language in meetings.
- Techniques for articulating complex technical concepts simply.
- The art of asking powerful, clarifying questions.
- Avoiding jargon and communicating effectively with non-technical audiences.
- Written communication excellence in emails, reports, and documentation.
- Structuring a message for maximum impact and understanding.

### Unit Three Collaboration and Team Dynamics in Technical Projects

- Navigating different personality types and work styles in a team.
- Building trust and psychological safety within technical teams.
- The mechanics of giving and receiving constructive feedback.
- Facilitating effective brainstorming and problem-solving sessions.
- Understanding your role in team dynamics and project lifecycles.
- Strategies for fostering a collaborative and innovative team culture.
- Managing cross-functional team communication and expectations.

## Unit Four Conflict Resolution and Influencing Stakeholders

- Identifying the root causes of technical and interpersonal conflicts.
- Applying structured models for conflict de-escalation and resolution.
- Negotiation skills for project timelines, resources, and requirements.
- Techniques for influencing without direct authority.
- Managing difficult conversations with colleagues, managers, and clients.
- Building consensus and securing buy-in for technical proposals.
- Presenting a compelling business case for technical initiatives.

## Unit Five Advanced Presentation and Leadership Communication

- Structuring and delivering powerful technical presentations.
- Engaging an audience and managing Q&A sessions effectively.
- Leading productive and efficient technical meetings.
- Developing a client-facing communication strategy.
- Mentoring junior team members in communication skills.
- Crafting a personal action plan for continuous improvement.
- Final capstone exercise integrating all learned skills.

# 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:

How might the integration of advanced interpersonal skills fundamentally shift the innovation trajectory within a highly technical research and development team?

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

This training course distinguishes itself by being meticulously tailored for the specific mindset and professional environment of engineers and IT specialists. Unlike generic "soft skills" programs, every module, case study, and role-playing scenario is designed to resonate with the logical, data-driven, and problem-solving orientation of technical professionals. We move beyond abstract theories of communication and provide structured, repeatable frameworks and models that can be applied with the same rigor as a technical process. The curriculum directly addresses the unique challenges they face, such as translating highly complex information for business stakeholders, navigating conflicts rooted in technical disagreements, and influencing decisions where data alone is not persuasive enough. The focus is on practical application, ensuring participants learn not just the "what" and "why" of interpersonal skills, but the "how." By grounding communication concepts in contexts that are familiar and relevant to their daily work—such as project management, code reviews, and client consultations—the course ensures that the skills are not only learned but are readily and effectively integrated into their professional practice for immediate impact.