



# Psychology for Managers

## Seminar objective

In addition to professional competence, developing a good knowledge of human nature can be a crucial key to success. In order to familiarize you with this complex topic, our psychology for managers seminar will give you a solid introduction and learn the most important basics.

## Seminar content

### How can psychology be classified?:

- Introduction to psychology
- Psychologically based behavior patterns
- The psychology of influence and persuasion
- Motivation and leadership: a question of "type"
- Dealing with different personality types

### The human being in focus:

- How does a person think, feel and act?
- Increasing knowledge of human nature: acting and reacting
- Thinking and assessment mistakes we make: Can you learn to read behavior?

### Effect of personality:

- How do I affect others?
- Model: id, ego, superego
- The "blind spot" and pitfalls in cooperation

## Methodology

Reflection on one's own leadership style  
Moderated exercise sequences  
Interactive and experience-oriented exchange  
Short trainer inputs  
Simulation of everyday situations

## Target audience

Psychology for managers is aimed at team leaders from all sectors who want to know how good people management works. The goal is to promote and increase team performance through social psychological insights.

### Course ref.

F2006

### Participants

not more than 9 participants

### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

### Location & dates

#### Münster

19.09.2024 – 20.09.2024  
12.12.2024 – 13.12.2024  
24.04.2025 – 25.04.2025  
18.09.2025 – 19.09.2025  
11.12.2025 – 12.12.2025

#### Frankfurt am Main

07.11.2024 – 08.11.2024  
27.02.2025 – 28.02.2025  
25.08.2025 – 26.08.2025

### Fee

1.150,00 € (ex. VAT)  
1.368,50 € (inc. VAT)

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.



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Ich melde mich/Wir melden uns zu folgender Veranstaltung an:

1. Teilnehmer

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Name/Vorname

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E-Mail

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Mobilnummer

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Veranstaltung                      Seminarcode

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Firmendaten/Rechnungsempfänger

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Firma

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Rechnung (Name)

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Straße/Nummer

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2. Teilnehmer

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Name/Vorname

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Veranstaltung                      Seminarcode

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Anzahl der Mitarbeiter in Ihrem Unternehmen

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Kundennummer

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Anmeldebestätigung (E-Mail)

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Unterschrift