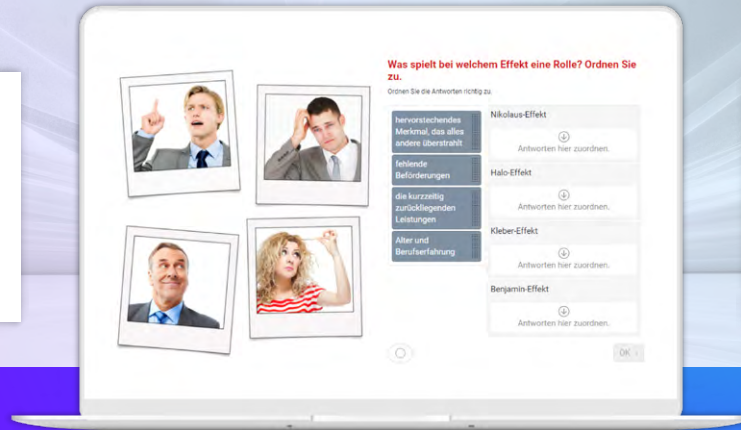


Menschen und ihre Handlungen werden durch viele Faktoren beeinflusst

Zunächst einmal ist es hilfreich, verschiedene Faktoren zu kennen, die menschliches Verhalten beeinflussen:

- Lebenserfahrungen spielen eine Rolle,
- die Kultur,
- das soziale Umfeld,
- Werte und Normen,
- persönliche Eigenschaften und Fertigkeiten,
- die Motivation und Bedürfnisse,
- (biologische) Charaktereigenschaften,
- das Geschlecht und die genetische Veranlagung.



introvertiert	extrovertiert
praktisch	theoretisch
hart	kooperativ
spontan	geplant
resistent	empfindlich

e-learning

Managing with insight

Understanding people is particularly important for you as a manager in order to adjust to the different types of co-workers in your team. It is especially important to be able to assess your peers so as to motivate them according to their individual type. Learn how to avoid perceptual errors and improve your understanding of human nature.

Group of participants:
Managers and project leaders.

Duration: **approx. 35 minutes**

Language:

Learning objectives

- ✓ Learn what influences human behaviour
- ✓ Know how perceptual errors arise, and how to uncover misperceptions
- ✓ Learn how to improve your understanding of human nature
- ✓ Learn about perceptual errors and understand body language better
- ✓ Know what motivates your employees

Contents

- What can I expect in this training?
- What helps me to assess people correctly?
- How does perception work?
- How can I avoid making perceptual errors?
- What should I know about body language?
- What does body language tell me about people?
- Do you know what motivates your employees?
- Which personalities are you dealing with?



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