



IHECS

INSTITUT DES HAUTES ETUDES
DES COMMUNICATIONS SOCIALES

FORMATION CONTINUE

PROGRAMME

Experiencing communication

How do I communicate with others/myself? How do I deal with differences? People I like vs people I dislike. Words are not enough. How can I connect with people?

Manipulation or influence?

Observation - VAKOG - Verbal and non-verbal communication - calibration - rapport -

Accessing cues

Understanding emotions

How do they work? Can I capture the good ones?

Can I move closer to well-being and away from sadness?

Closer to success and away from frustrations?

Making emotions

Perceptual positions - Association vs dissociation - the Time Line - Anchoring - Collapsing anchors

Initiating change

How can I actively initiate change? Can I change others? What can I change? What do I really want? Where can I get support?

A map is not a territory

Setting objectives - the Score - The Pyramid of change - The Meta Model - Questioning

Setting up strategies

How do I do what I do? Where can I get inspiration?

Success leaves traces

Modelling - Submodalities - Visualization - Reframing - Congruency



Managing change

Mastering the tools for change. Applying the right techniques. Effectiveness vs efficiency.

Just do it

The Swish technique - the Cycle of Change - Leadership

Integrating processes

Helping me, helping them. Is that all there is? Exploring further “fields”.... Generating ...

The Zone

Hypnotic transes - the Field - Parts integration - Ecology