

A man with glasses and a woman are sitting at a table in a library or office, smiling and looking at each other. The background is filled with bookshelves containing many colorful binders. The scene is overlaid with a dark blue gradient.

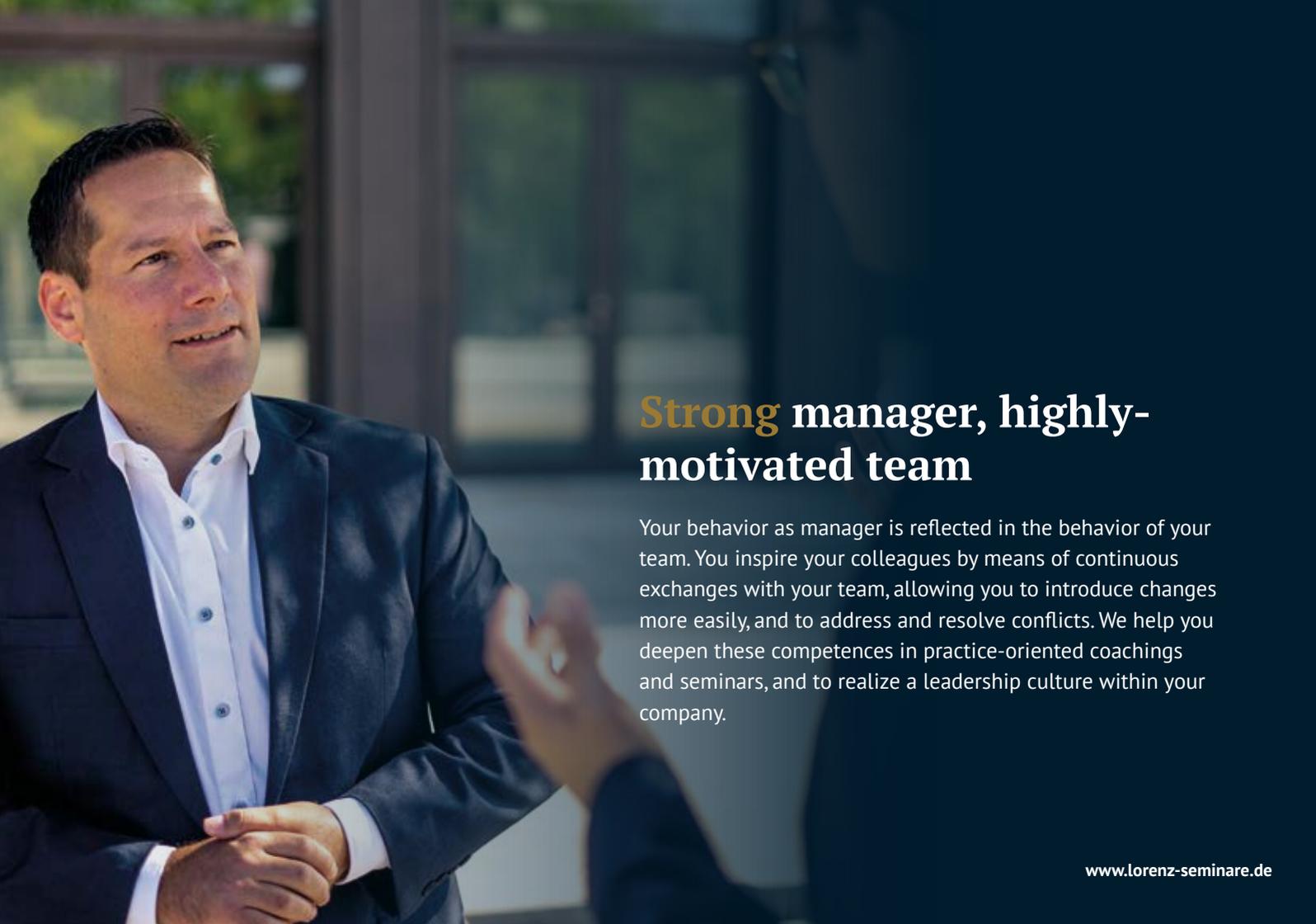
Putting you and your company in **pole position**.

*A passion for learning.
Lorenz-Seminare.*



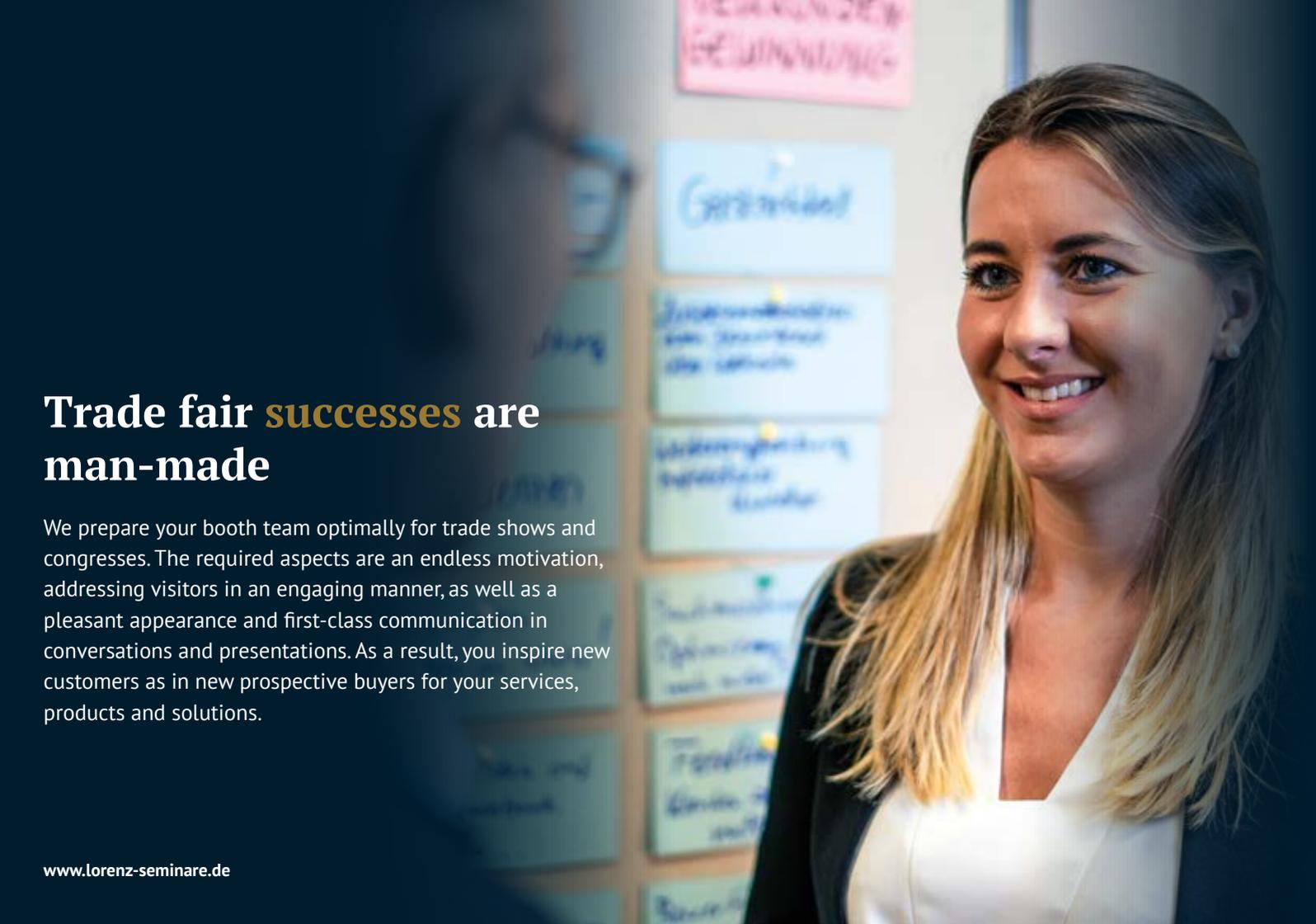
Ensuring great **team** success

Today, a company's hierarchy has become more flexible, flat and agile. And so, how do you motivate your team in such a changing environment? The secrets of a dynamic team comprise having demanding goals, an open-mindedness towards innovations, a very good line of communication among team members, and the development of strong social competences. To ensure the highest performance, you optimize work processes, create free spaces for creativity, and make eye-to-eye collaboration possible. We support you in your effort to ameliorate the team dynamics and how to work out the ideal strategy for team development in your company.



Strong manager, highly-motivated team

Your behavior as manager is reflected in the behavior of your team. You inspire your colleagues by means of continuous exchanges with your team, allowing you to introduce changes more easily, and to address and resolve conflicts. We help you deepen these competences in practice-oriented coachings and seminars, and to realize a leadership culture within your company.

A woman with long blonde hair, wearing a white top and a black jacket, is smiling and looking towards the left. She is standing in front of a wall covered in various colorful sticky notes. The notes are in different colors (pink, blue, green) and contain handwritten text in German. One prominent pink note at the top says 'Erfolgsfaktoren'. Other notes include 'Gestaltung', 'Zusammenfassung', 'Vorbereitung', 'Kunden', 'Produktion', 'Service', and 'Betreiber'. The background is slightly blurred, focusing attention on the woman.

Trade fair **successes** are man-made

We prepare your booth team optimally for trade shows and congresses. The required aspects are an endless motivation, addressing visitors in an engaging manner, as well as a pleasant appearance and first-class communication in conversations and presentations. As a result, you inspire new customers as in new prospective buyers for your services, products and solutions.

A young man with short dark hair, wearing a dark suit jacket over a light blue button-down shirt, is smiling broadly while talking on a black mobile phone. He is looking slightly to the right of the frame. The background is a blurred outdoor setting with green foliage and a dark sky.

Selling your products more successfully

You listen to your customers, understand their ideas, and based on those, you offer solutions that bring great benefits. Through stimulating in-house trainings that are adjusted to your market, we help you master the challenges of sales in today's marketplace. With us, you train by means of modern didactic methods where you receive the latest knowledge from communication psychology and to have it integrated into your sales skills.



Inspiring collaboration

Our team is dedicated to assist you and your company in every phase of the project. Our trainers and personal coaches motivate, demand, and support. We are committed to promoting you and your company's public profile. This includes our offer of innovative knowledge and inspiring teaching methods, as well as a great training management. We provide you with professional trainings tailored to your goals and personnel in a collaborative endeavor with guarantee of success worldwide.



LORENZ-SEMINARE

Personality & Competence Training

