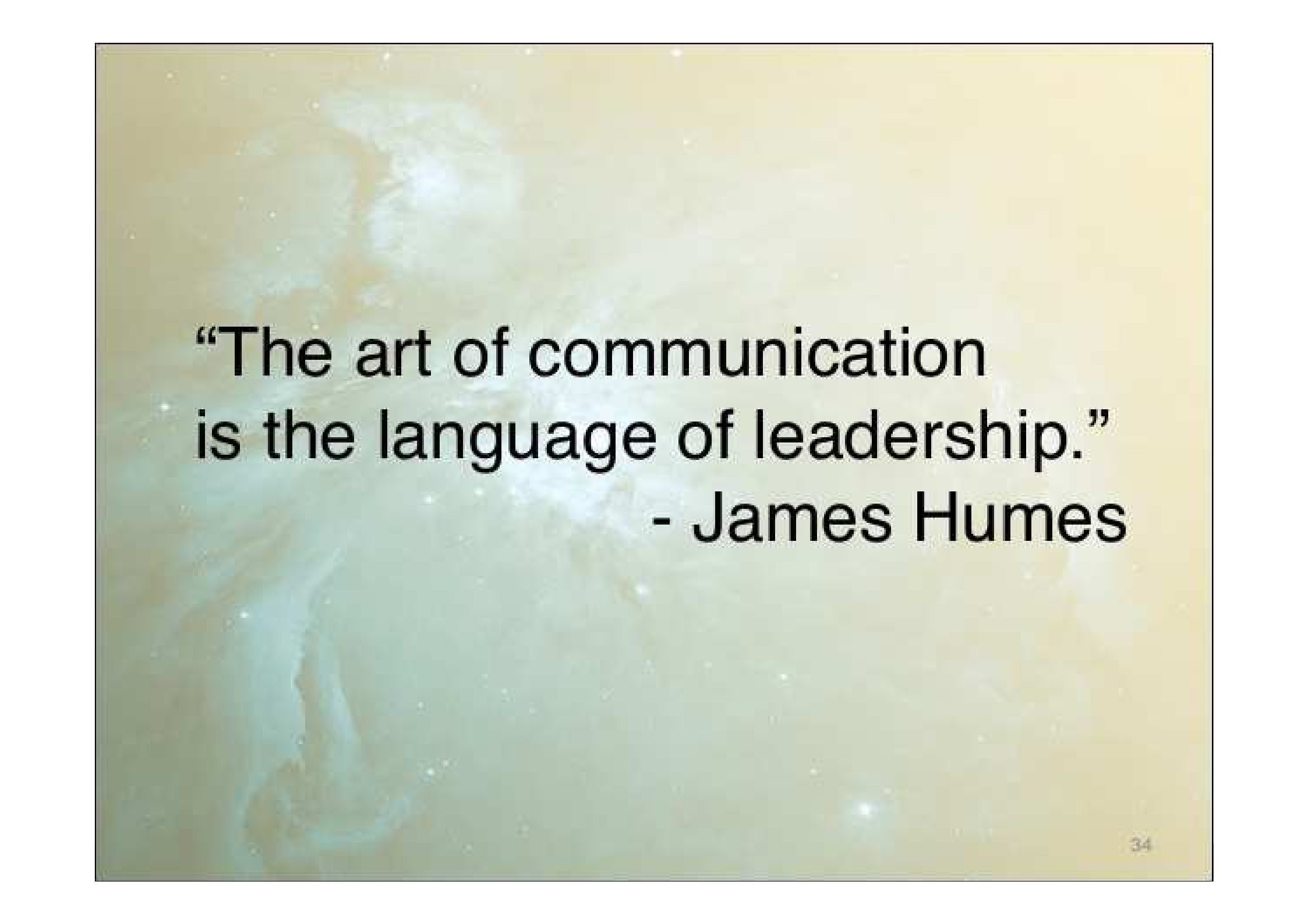




welcome

—We are glad you are here—



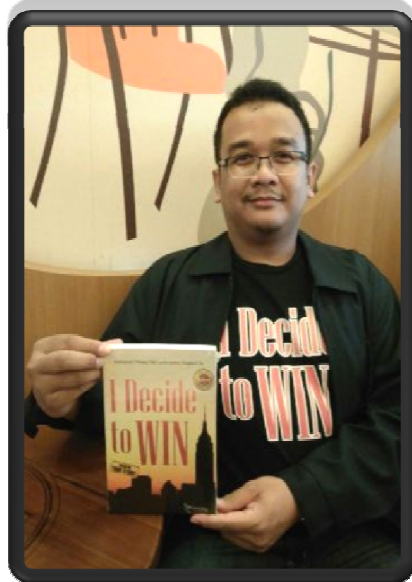
**“The art of communication
is the language of leadership.”
- James Humes**



GOOD COMMUNICATION, GOOD LEADERSHIP

- Sobri Al Majid, S.Si, MM, CHt, CT.NLP, CPS -

PROFILE



Nama : **Sobri Al Majid**

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Track Record :

- **Instruktur Utama** Badan Nasional Sertifikasi Profesi RI
- **Trainer NLP Internasional** approved by NFNLP Florida, USA
- **Coach & Trainer NLP Nasional** – Neo NLP Society
- **Penulis Buku “38 Inspirator Bernas”** bersama James Gwee
- **Penulis Buku “I Decide To Win”** bersama Krishnamurti
- Former **Branch Manager & Corporate** PT. Astra International Tbk
- Founder **Centrion-Institute.com & Metta-Academy.com**
- Peraih Medali Olimpiade Sains Nasional (OSN) Kimia

The Difference Between

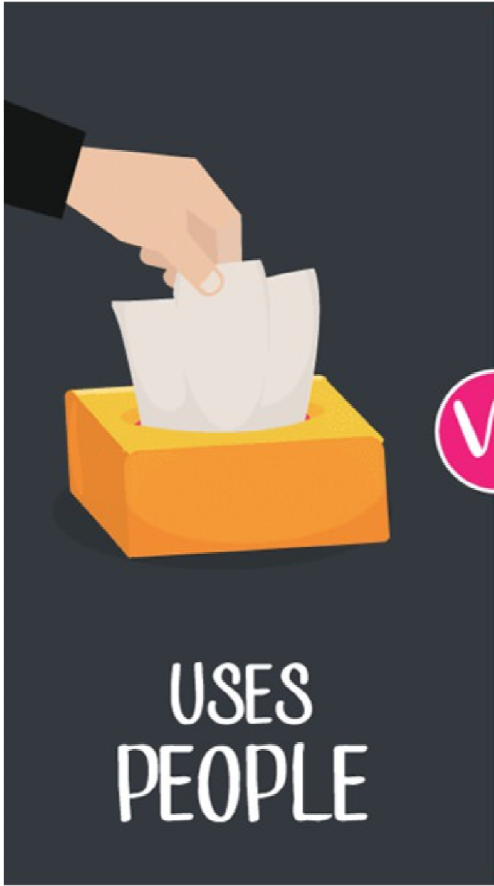
BOSS



V/S

LEADER





USES
PEOPLE

VS.



DEVELOPS
PEOPLE



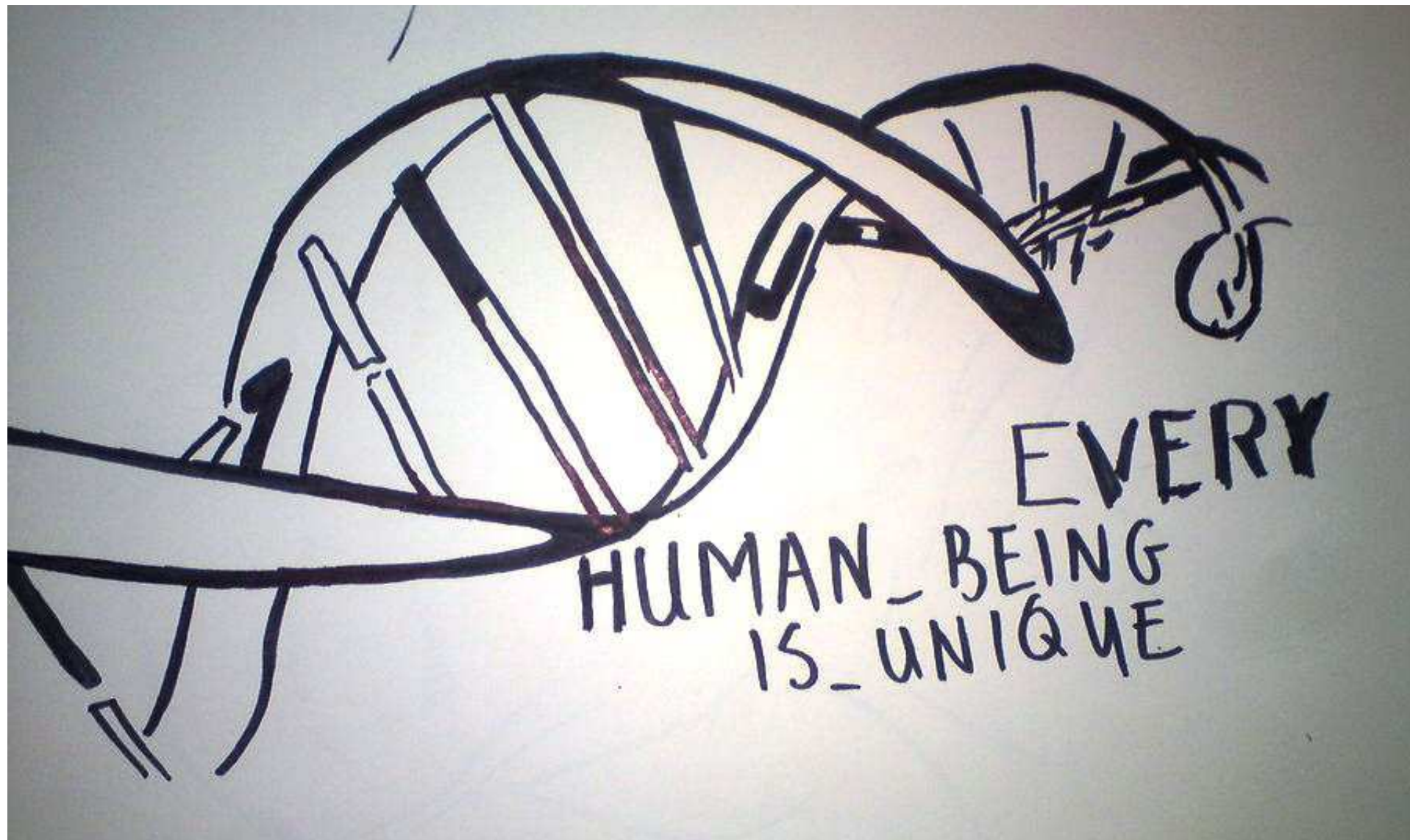
FOCUSED ON
PROCESS

VS.

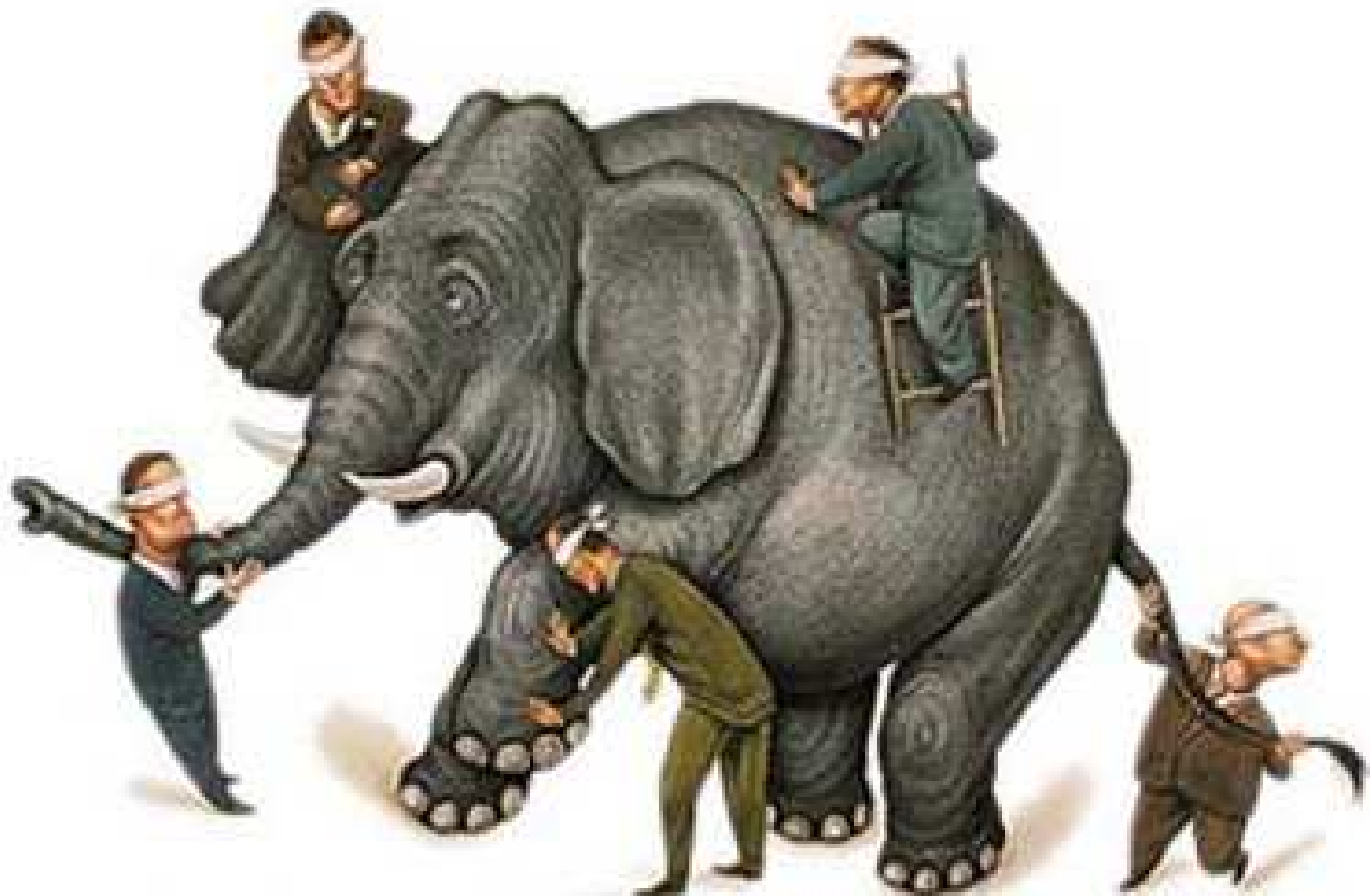


FOCUSED ON
PEOPLE





**EVERY ONE LIVES IN THEIR OWN UNIQUE WORLD
(NLP Presupposition)**



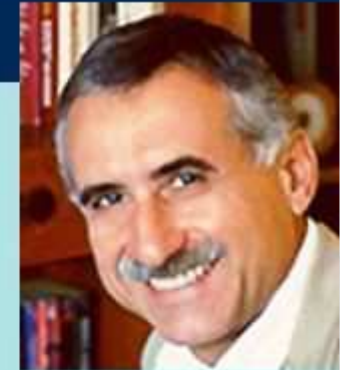


You
Cannot
Not
Communicate

- Paul Watzlawick -
MRI California

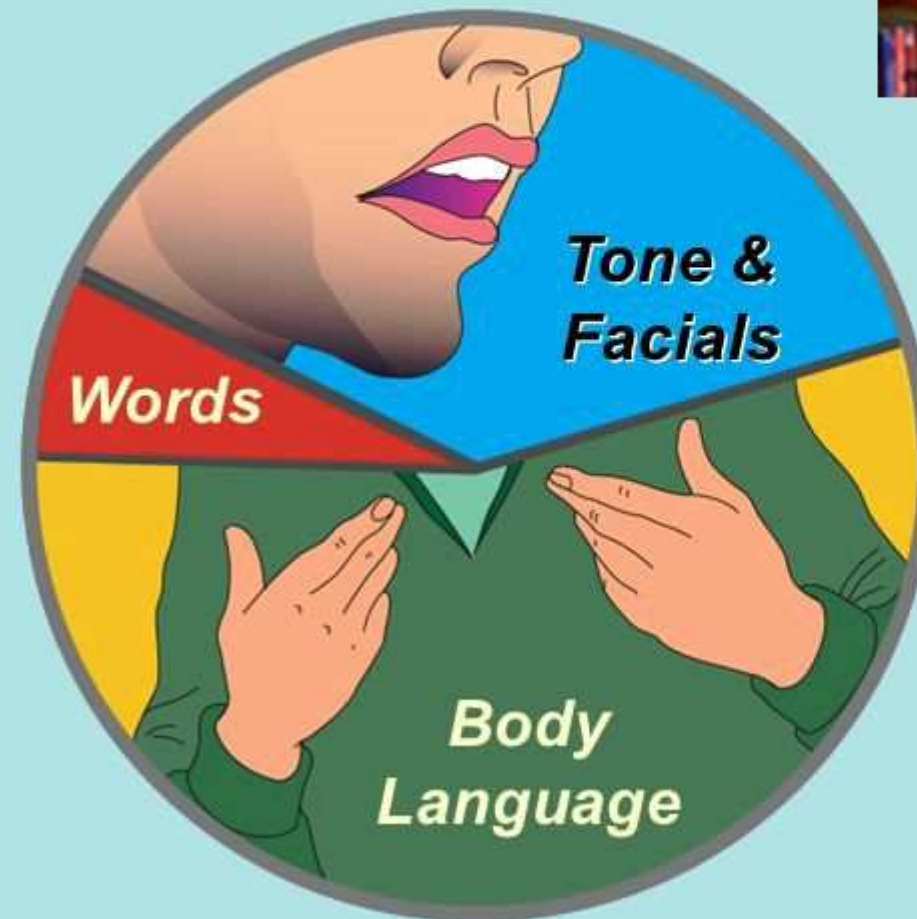
(NLP PRESUPPOSITION)

Findings by Dr Albert Mehrabian – U Cal-LA - How We Deliver Meaning



When we communicate, we convey meaning as follows:

- 38%** through tone and facials
- 55%** through body language)
- 7%** through the spoken words



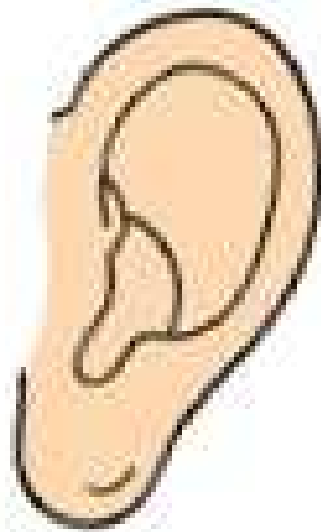
“Wow! Hardly worth bothering with the words!”



3 Cara Komunikasi Manusia



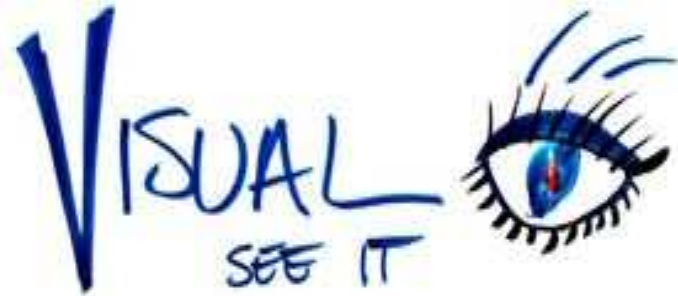
Visual



Auditory



Kinesthetic



1. Selalu Matching
2. Bicara Cepat & Semangat
3. Senang dipuji orang lain
4. Suka Mengulang-ulang Kalimat
5. Senang dengan Gambar-Warna-Grafik
6. Senang melihat brosur yang menarik
7. Bicara dengan PREDIKAT PENGLIHATAN

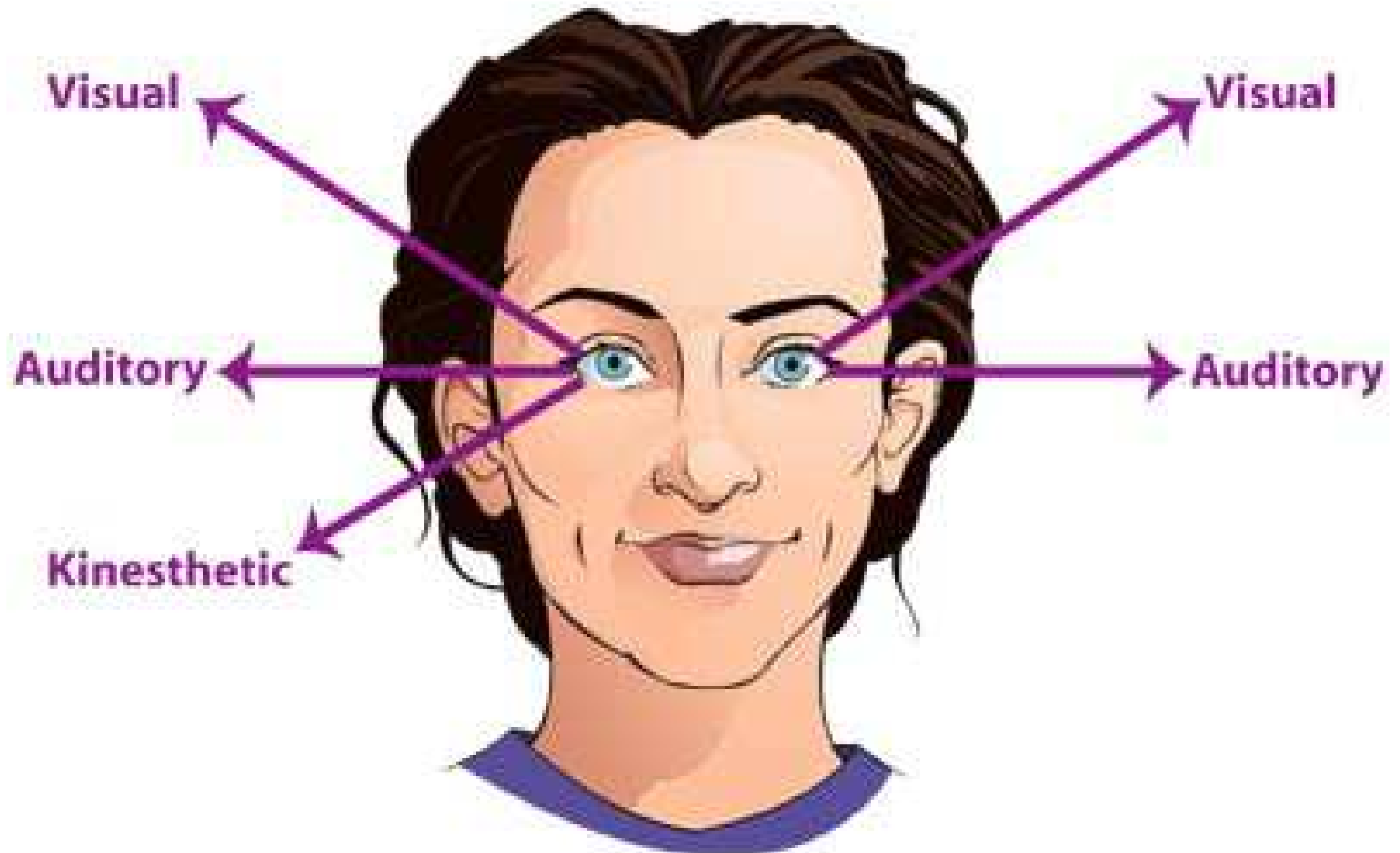


1. Selektif dengan kata-kata yang digunakan.
2. Suara BERIRAMA, PELAN dan TERARAH.
3. Mudah MENIRUKAN SUARA orang lain
4. Senang BERCERITA dan BERBICARA PANJANG
5. Cenderung MUDAH TERSINGGUNG
6. Membutuhkan PENJELASAN DETIL (5W & 1H)
7. Bicara dengan PREDIKAT PENDENGARAN



1. BICARA lebih PELAN, suara BERAT, ada JEDA.
2. Bicara sambil MENYENTUH lawan bicara.
3. Perasaan PEKA & fokus pada RASA.
4. TIDAK BISA DIAM dalam jangka waktu lama.
5. Memilih BAJU YANG NYAMAN.
6. BUTUH WAKTU lama dalam memutuskan.
7. Bicara dengan PREDIKAT RASA.

Eye Movement Chart for Right Handed People (Flip this Image for Left Handers)



**People may hear your words,
but they feel your attitude.**

John C. Maxwell



Thank you!

