

Learning more about communicating and managing distress

The part II seminar allows you to build on and deepen your knowledge while practicing the skills you learned during the part I seminar to PCM. You will learn more about understanding your own reactions under distress, recognising distress in others, understanding your own behaviour and making communication happen.

PCM enables you to listen to what has been said, while at the same time being aware of how it has been said.

At times we are preoccupied with concentrating on what is said, formulating our own reply and focussing solely on the contents of the conversation.

To communicate effectively, we need to focus on the communication channels others are using and to recognise when they are under distress.

The part II seminar concentrates more strongly on the failure mechanisms of distress, making it easier to apply PCM in a variety of situations. Lots of practice!

You will learn about:

- The underlying emotional issues each personality phase has which may cause periods of long-term and intense distress;
- The role our early environment plays in our behaviour and how it can lead to miscommunication;
- How personality types, their psychological needs, communication channels, their perceptions and distress patterns all come together and are highly predictable;
- How those distress patterns are linked to particular “scripts”, which are the negative blueprints of life;
- How failed communication and not having our needs meet may invite us into distress;
- How verbal and non-verbal clues help us to assess a situation and how we can motivate ourselves and others and communicate effectively.

You must have attended and be familiar with the content of a part I PCM seminar.

“I have nothing but positive feedback for the course. The presentation, pace and content was totally engaging and Wayne’s facilitation style keeps you hooked for the entire three days.

The PCM Part 2 course addresses the subjects of personality trait and effective communication in interesting and enlightening new ways. The ability to fully understand and predict your own reaction to events is valuable but perhaps the most effective aspect of this PCM training was the ability to know how to adapt to gain the most potential of a situation with other personality types. Many of my team members, including myself, found this particularly useful. This Part 2 course definitely takes one’s understanding of PCM to another level of competence altogether”.

Mark Spring

Executive Director- Pallas Capital

PCM part 2 seminar® – registration form

Please fill in form below, then scan and email
back to: info@waynepearce.com.au

For further enquires, please call 02 94403814

The PCM Part 2 seminar date I'd like to register for:

- **Part 2- October 14th-16th, 2021 (100 William St Sydney)**
Session times: Days 1 & 2 (8.30am- 5.00pm) Day 3 (8.30am-3.30pm)
- Your details – please indicate to whom the invoice should be sent:

DON'T MISS THE REGISTRATION DEADLINE
3 day Part 2 PCM Seminar Course:
Course fee: \$2350- plus GST
Early bird discount rate: \$2100- plus GST
(book & pay no later than 4 weeks before the seminar commences)
Note: Course is run from 8.30am-5pm on days 1 & 2 and Day 3 is 8.30am-

Please complete one registration form per participant.

First Name / Surname*:		
Job title:		
Company*:		
Address*:		
Phone*:		Mobile:
Email*:		

*indicates a required field.

Seminar Fee / Payment Details

The three day programme including tuition, morning tea, lunch and a comprehensive personalised manual is...

Regular seminar fee is \$2350- plus GST

The early bird rate is \$2100- plus GST (book and pay no later than September 16th 2021)

Once this registration form is received, the confirmation of registration, seminar program and tax invoice will be emailed.



**process
communication
model**

**Signature of Participant
(or Authorised business representative)**

Date:

Standard Terms and Conditions:

Withdrawal and deferral: As Wayne Pearce Advantage (WPA) incurs substantial administrative costs when preparing for seminars, the following policy applies to participant withdrawal and deferral:

If the participant withdraws more than six weeks before a seminar, WPA will provide the option of deferring to another equivalent seminar with no additional costs. Participants are allowed one free deferral to another seminar within 12 months, provided they notify WPA in writing no less than four weeks before this seminar. If less than six weeks notice is provided for withdrawals and deferrals, the following fees are payable:

	14 days or less	15 to 28 days	29 to 42 days
Withdrawal	100% of seminar fee	50% of seminar fee	50% of seminar fee
Deferral	50% of seminar fee	\$175 administration charge	No charge

Substitutions: Consideration may, in some circumstances, be given to replacement with an alternative candidate. Substitution depends on factors including notice being given to WPA in writing, an appropriate candidate, and sufficient time for pre-work to be completed.

Fees: Seminar fees are due two weeks (14 days) prior to the seminar commencement date.

Interest will be charged on unpaid accounts from the due date until the date of payment at a rate of 2% per month. Interest is charged on all overdue balances including interest charges. The customer shall become liable for all costs, expenses or fees reasonably incurred by WPA in recovering overdue accounts.

Cancellation: WPA reserves the right to cancel a seminar and will endeavour to provide as much notice as possible. Upon cancellation, participants have the option of a full refund or any fees already paid by the participant will be applied to a subsequent seminar of the participant's choice.