

Name : Nikitha K

USN : 4NI17IS050

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INTERPERSONAL SKILLS

Objective :

Learn about various interpersonal skills which influence business culture and the performance of a company's success.

Brief Introduction :

Entrepreneur means starting and building your own successful business. It is all about networking and sharing. It takes a lot of creative and innovative approach, concentration and consistency. Apart from expertise in the field, there are other traits and skills in common among which one is interpersonal skills.

Interpersonal skills are a set of skills that people use when interacting and communicating with one another.

Interpersonal skills include leadership and motivation, communication skills, listening skills, personal relationship and empathy, non verbal communication and negotiation and other skills like being patient, optimistic, open-minded and having good manners.



Leadership and Motivation - Good leadership is what transforms a group of people in a team oriented towards a common goal. A leader is the one who inspires his team to be dedicated, shares the success and creates a family like atmosphere.

Communication Skills - Able to communicate well to sell your vision of the future to a wide variety of audience, including investors, potential clients and team members. The tone and manner you communicate also leaves a deep impact on the listener.

Listening - The ability to listen and absorb information and opinions can make or break you as an entrepreneur. Being a good listener also means being an active one. Listen carefully even if you don't agree with it.

Personal relationship and Empathy - You need to be able to understand the client, team members if you are going to interact with them in a productive way or if you want to convince, sell and gain trust. Being empathic is essential when building your network.

Non verbal communication and Negotiation - Facial expression, body language and gesture are non verbal skills that express the inner feeling and emotions. Reaching an agreement in a professional manner and ability to discuss the negotiation is another important factor.

Advantages and Disadvantages :

Having good interpersonal skills can help us to be successful in both personal and business life, by helping us to :

- Work more efficiently as a part of a team.
- Get our point across effectively.
- Form and maintain social bond.
- Improve our ability to learn.
- Read body language.

There are also disadvantages of having a close interpersonal relationships :

- Uncomfortable pressure on vulnerabilities.
- Difficult to dissolve.
- Prevent developing other relationships.

There are more advantages than disadvantages. So it's good to have a good and professional relationship in business or workplace.

Conclusion :

From the above points we can conclude that it is important to practice and improve interpersonal skills because they are the foundation of building relationships. Good interpersonal skills can help motivate employees and attract and keep customers. Happy employees and customers are critical to business success. Therefore the more interactions you have with others, the more progress you will make.