

## **Insights into Understanding Human Behaviour:** *Your Key to Personal and Professional Productivity*

Have you ever been frustrated with other people? Ever wonder why people act the way they do? Would you like to understand people better? Would you like to be able to lead or teach others and truly 'get through' to them?

This session will provide you with a clear understanding of why some of your relationships succeed and others fail. By being able to recognize and understand the individual personality and behaviour styles of other people, you will be in a better position to communicate more clearly and get more done.

The three key phases include: Discovering the Model of Human Behaviour; Experiencing understanding and impact personally; Applying the lessons to improve interaction with others

### **Program Topics**

#### **The Model of Human Behaviour**

- Normal... like me
- Discussing Pace vs. Priority
- Understanding the Primary Styles
- Key Style Characteristics

#### **Understanding Yourself**

- Your Unique Blend
- Nature vs. Nurture – Which is right?
- Personal needs and motivators
- The Kaleidoscope – A self portrait

#### **Recognizing Others**

- What to Look For
- Connecting with others

#### **Adapting for Success**

- 'Try on' Styles with Case Studies
- Discover your "Blind Spots" – the room for growth
- Relationship development
- Flow Chart – "How you get there"
- Strengths, struggles and strategies

### **At the end of this seminar, you will be able to:**

- Diagram the four basic personality types and identify the two distinctive classifications for each type.
- Mention the descriptive letter and characterizing symbols for each type.
- Recite an alliterative description of qualities for each of the four basic types.
- Understand and communicate the concept of a personality style "Blends".
- Able to recognize personality strengths within yourself and others, while having an awareness of your own limitations or "blind spots."
- General understanding of personality traits when applying "combinations" dynamics.
- Know the four P.Q. levels of human behavior regarding "Personality Quotient".

### **Who Should Attend:**

- Managers and supervisors who want to more effectively lead others.
- Anyone operating in a team environment or interacting with others on a regular basis.
- Teachers or parents trying to improve communication with others.
- Individuals who would like to better understand their own behaviour style, drives and strengths.