

MODULE #9

“How to Fully Understand and Utilize Behavior Style Knowledge for Higher Productivity”

SUMMARY

All relationships are based on fully understanding the other person. It takes knowledge of behavior types to make relationships work well. This program delves into the area of observable behavior types to make all relationships work better.

What the Attendees Will Learn During This Workshop:

- How to determine their strengths and weaknesses regarding their behavior style.
- How to enhance any weaknesses in their behavior style.
- How to enhance any weaknesses in their employees' behavior styles.
- How to determine which behavior styles are important in the jobs they interview candidates for.
- How to make relationships with their boss and subordinates work better.
- How to make relationships with their co-workers work better.
- How to make relationships with customers and vendors work better.
- How to make personal relationships work better.

What the Attendees Will Do During This Workshop:

- Develop an understanding of behavior styles.
- Understand the driving forces for each behavior style under different situations.
- Determine the strengths and weaknesses of each behavior style.
- Determine their own behavior styles.
- Determine other peoples' behavior styles.
- Decide how to alter our behavior to make all relationships work better.
- Determine when and how to most effectively use behavior styles.

Major Benefits: Higher levels of success result in all relationships. There is less stress and more confidence when dealing with employees, customers, vendors.

Logistics:

This training will be presented two times in the same day, as follows:

- 8:00 AM to 12:00 PM and 1:00 PM to 5:00 PM (Repeat session)