

How Your Style Impacts Potential & Influences Others



HOW YOUR STYLE IMPACTS POTENTIAL & INFLUENCES OTHERS

You have a predictable style that drives your communication, decisions, and leadership, which impacts your performance, influence, and success. Learn how to recognize and maximize the strengths of your style and minimize blind spots that block your potential. Turn this into an asset for sustainable life-long success and winning relationships professionally and personally. Can you afford to not know?

This course develops an essential core competency for effective self-management. You will develop the necessary skills to become more targeted and successful with your goals, influential with clients, customers, employees and supervisors. Whether it's how to effectively manage yourself, deal with conflict, relate with others, elevate leadership competence, effectively coach, or operate a business, this program will improve your work performance and everyday life. Can you afford to wait?

This highly interactive program has been delivered to small and large corporations, non-profits, the U.S. government and military leadership and has been consistently evaluated as one of the most powerful tools you will experience for long-term success.

DURATION: Full day

IN THIS CLASS YOU WILL LEARN:

- > Your core personality style and how it influences your actions and decisions.
- > Specific tools to effectively leverage strengths & manage blinds spots to achieve your maximum potential.
- > Emotional Intelligence ("EI") as a core competency.
- > Using the Enneagram as a tool for self-management.
- > How to recognize other styles; a critical skill in effective communication and influence.
- > Application of powerful techniques including "Mind the Gap" that puts practices into action.
- > A customized development plan for sustainable success.

Activities include individual assessments, demonstrations, exercises, and group discussions. You will develop skills that are long-term and self-sustaining. You will enhance self-awareness, social competence, and improve performance in ways that maximize professional and personal potential.

WHO CAN BENEFIT:

This program is appropriate for individuals, professionals, managers, leaders, and executives who desire a unique, targeted, competitive edge to maximize performance; understand customers; improve communication; develop teams; elevate leadership competence; deal with conflict; manage change; or discover how to bring out the best in yourself and others. It is also appropriate for organizations who want to:

- a) Create a common language for employee performance conversations.
- b) Build a successful foundation for ongoing employee development.
- c) Manage conflict resolution.

MATERIALS:

- For each participant to keep:
1. Student workbook and PowerPoint slides.
 2. Card deck of types/styles
 3. Enneagram workbook.

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CAGE: 79FM6
VENDOR: 11526529

"I've been through a lot of self-improvement and personal development seminars and books, yet I definitely got more valuable insight that I could actually apply and use for real improvement from the session that you did than all prior books and events combined." [Click here for more testimonials](#)

