

Communication suited to personality

Day #1

- Magic of perception- you will discover how the human personality influences the way people percieve other people behavior.
- You will learn about various dimensions of personality and their impaction communication in a team and with your business partners,
- You will learn what are the strenghts and limitations of each personality type and in the interaction with different types with each other.
- You will learn to recognize different communication styles and personality preferences in terms of cooperation with different people - based on verbal and non-verbal speech of your interlocutor,
- You will learn how to talk to people of different personality in order to achieve desired effect, e.g. motivate to act, engage, persuade to something,
- You will discover how the way people communicate under the influence of stress. You will know "bad day" and the ..shadow" different of of personalities in business.

- You will learn to adjust your style of communication and cooperation style to the differrent personality preferences of your co-workers/bosses/clients,
- You will learn about your dominant communation style and you will learn what your strenghts are and what are the challenges resulting from your personality and preferred communication styles,
- You will learn the mechanism "changing" your personality under the influece of stress,
- · You will discover which dimensions of your personality should be strenghtened and which ones to be toned communication with specific people in order to achive the desired effect.
- You will learn how to talk more effectively with different types of coworkes, superiors, clients,
- You will learn how to expand your comfort zone - to complement your personality with new competences.



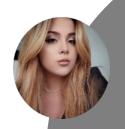




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Day #2 (only in dedicated/closed training)

- You will learn to use 4 color model of team work on a new idea/project, thanks to which you will strenghten good cooperation in a team, use the potential of different personsalities and take care of the effective implementation of the project at every stage,
- You will learn and practise new communication techniques – useful regardless of the personality of your interlocutor,
- You will learn to provide difficult feedback to the other person – ZFUP technique will help you in this,
- You will learn ZFPUKO technique more powerful than feedback and helpful when you need to enforce a behavior change from another person,
- You will learn to react constructively when someone in the conversation verbally attacks you, raises objections or simply giving you feedback – the EGO ™ model will help you with this,
- You will take part in a variety of tasks and exercises, thanks to which you will learn how to apply the tools you have learned and avoid mistake.



Have any questions?
Feel free to contact us.
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