

Working with Personalities

Are you looking for an easy way to understand yourself and everyone around you? A fast, simple, effective tool is available – a tool you can use the moment you meet someone. Simplifying personalities with a tool everyone can work with provides a powerful communication advantage in every possible situation.

Increasing communication in every aspect of your life is critical to your success. Contribute to making the environment you work in a healthy environment with enhanced communication. The skills you learn in this workshop will help you as a manager, with peers, with superiors, and in your personal life.

You will learn:

- The basic truth about communication
- The pattern that gets everyone in trouble and how to change it
- The difference between enhanced communication and manipulation
- The most effective model in understanding personalities devised

Communication is a life-long process. Every time we do it right, we progress. Every time we resort to bad habits, it creates roadblocks to success.

This program provides the insight to interacting with others to further communication and enhanced relationships.

You will go beyond the basics and learn

- Second stage personality identification and understanding
- Understanding the effect of emotional position and how to deal with it
- Identifying political positions
- The key to maintaining communication you can be proud of

You and those that attend with you will learn new ways to...

1. **Identify and match personality approaches rapidly.**
Learn ways to step back from the emotional aspects of an interaction.
2. **Use personality approaches as a basis for planning presentations - formal and informal.**
Incorporate personality approach knowledge in building your meeting, discussions, and presentations.
3. **Create communication bridges between others.**
Assist others in building relationships through the application of personality approaches.



213 Second Street • Huntington Beach • CA • 92648-5103
(714) 960-7461 • fax (714) 960-5107 • info@oxfordco.com