

# Personality Traits that Influence Teams™



## Have you ever wondered why...?

- Some people want to get right to the point while others elaborate?
- Some people make decisions at once while others are cautious?
- Some people focus on recognition, while others focus on results?
- Some people never do what you ask while others do it quickly?

This workshop explains why people act the way that they do, how different people can look at the same facts and data and draw totally different conclusions, and why you sometimes just “click” with certain people. Once you understand why we do the things that we do, it’s much easier to communicate, build consensus, and build a team!

## *Personality Traits that Influence Teams*, Develops a Team by Teaching about the Personality Temperaments of the Individual.

Each of us has characteristics that make us different from others, and each of us has strengths that help us succeed. This workshop helps team members identify their dominant personality traits and strengths so that communication with and the ability to gain cooperation from others is easier.

This program is a ½-day version of our 2-day **High Precision Teams** program, and other sessions from the longer program can also be inserted to custom tailor the workshop for your group.

Since the program is composed of modules, it can be easily customized or tailored for your group and can also be adjusted to be offered in a 2-day format, a 1-day format, a ½-day format, or individual modules can be conducted to form stand-alone breakout sessions.

### Recommended Agenda.

#### PART 1:

- How Personality Temperaments Affect a Team/Determining your Temperament
- Tapping Untapped Potential: Improve Your Memory Ten-Fold in Minutes!
- “Amiable” Strengths: Trust & Respect
- Improve Listening and Avoid Miscommunication

#### PART 2:

- “Analytical” Strengths: Dealing with Difficult People
- Ethical Conflict Resolution
- A Three-Step Process to Persuade People

#### PART 3:

- “Expressive”: Gain Cooperation
- Anchoring Positive Behavior
- “Driver”: Build Confident Leaders

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