

Understanding Behavioral Styles for Managers

How to interact and communicate effectively with everyone you manage

ON-LINE | SELF PACED COURSE

It's said that successful managers can "read people like a book." This valuable trait isn't some mysterious intuition – it's a skill you can learn. The way people behave in normal business interactions reveals what they are like – and how you should relate to them as a manager.

Understanding Behavioral Styles for Managers shows you how to use behavioral knowledge and adaptive skills to communicate effectively with everyone – even those with "difficult" personalities.

Start by gaining valuable insight into your own behavioral style. Then, you'll learn to recognize and categorize the different styles of behavior you observe in others. As you gain practical experience, you will appreciate how personal styles always affect managerial interactions. By quickly adapting your behavior to optimize your communications with each individual, you'll be able to manage relationships more perceptively – and become the kind of manager that can "read people like a book!"

These insights and techniques are also helpful when managing relationships outside of the workplace.

[COURSE OVERVIEW]

The eleven-lesson course can be taken at your own pace; average completion time is approximately two hours. Interactive graphics, audio, text, animation, quizzes and practical application exercises make every lesson so engaging and entertaining, you will be astonished at how much you've learned! The Knowledge Assessment at the end enables the learner to test his or her learning. An acceptable score will generate a Certificate of Completion.

References to Behavioral Styles are based on the Personal Profile System®, copyright 1994, Inscape Publishing Inc., Minneapolis, MN.

LESSONS

- 1) Introduction
- 2) Different Behavioral Styles
- 3) Personal Profile System
- 4) The Four Behavioral Styles
- 5) Recognizing Behavioral Styles
- 6) Behavioral Styles and Listening
- 7) Improve Your Performance
- 8) Reading and Reacting to People
- 9) Determining Behavioral Style
- 10) Practical Applications
- 11) Knowledge Assessments

Reinforcing Your Understanding of Behavioral Styles for Managers

An Online Self-Paced Reinforcement Tool

This re-enforcement tool consists of the following lessons:

- ◇ Recognizing Behavioral Styles
- ◇ Improve Your Performance
- ◇ Reading and Reacting to People
- ◇ Practical Application

[COURSE OBJECTIVES]

Reinforcement tools are a cost-effective way to protect the investment you have made in training. Repetitive exposure to training is the single most effective way to solidify knowledge. **Reinforcing Your Understanding Of Behavioral Styles For Managers** is an ideal follow-up for reinforcing the DiSC® model for understanding behavioral tendencies and the Personal Profile System®.

This 45-minute refresher course will help keep you current with the concepts and practical application of the DiSC® behavioral style methodology. You will learn to adapt unique strategies for interacting with colleagues or your team. This course can be taken anytime after initial training and as frequently thereafter as desired.

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[COURSE OVERVIEW]

The four-lesson course is designed to be taken at your own pace and can be completed in approximately forty-five minutes. The course is designed and developed to be highly engaging, entertaining and educational. Each lesson includes the use of interactive, graphics, audio, text, animation, exercises and practical application of the knowledge gained.

[CONTACT US FOR MORE INFORMATION]