



Understanding Behavior and Styles Workshops

Purpose: Understanding Behavior Style is the foundation for gaining self-awareness, building more effective communication, and ultimately creating more productive work relationships. With this understanding, participants can determine their impact on other people; learn how they respond to others and how they perceive them. Individual behavior tends to be predictable. We talk, gesture, choose words, make decisions, solve problems, face challenges and interact with others in consistent ways which form our behavior patterns or "Styles." Much of the conflict we experience with other people is due to a collision of Behavior Styles. Most "difficult" people are actually just "different" or opposite from us in "Behavior Styles."

Results: Participants will have the opportunity to:

- Learn their Behavior Style and understand how they impact others.
- Recognize the Behavior Styles of others and understand how to meet their style needs.
- Identify how to develop flexibility and when to make the choice to modify personal approach to meet the Style needs of others.

Methods: Facilitators offer debriefing sessions and coaching throughout the program, providing additional opportunities to relate learning experiences to the actual work environment. The process may include the following:

- ✓ Pre-assessment work
- ✓ One-day or more facilitated program and follow-up work
- ✓ Interactive training and exercises
- ✓ Assessments
- ✓ Role play and simulations
- ✓ Facilitated group discussions

Attendees: Team members, facilitators, sponsors and leaders are invited to participate in this workshop.

*To learn more and have a customized schedule made for you; please contact
The Browne Center at 800-349-1925 and ask for Corporate Training*