

# Enhancing Personal & Leadership Effectiveness

## Personal Style Assessment, Insight & Personal Improvement Plans



Successful people understand themselves, how their behavior impacts others and how to capitalize on their behavioral strengths. This workshop is based on the premise that you do not have to be a manager to influence other people and be a leader.

One of the best ways of improving your personal and leadership effectiveness is by identifying your personal style disposition and behavioral tendencies. Your personal style determines how you perceive the world, other people and how you act or react to those around you.

The primary goal of the **DISC Enhancing Personal & Leadership Effectiveness Workshop** is to help you fully understand your personal style, be able to adapt it to meet the demands of the situation and have a more positive impact on others.

### **Objectives/Benefits**

- ◆ Understand the psychological and motivational attributes of each style: Dominant, Influence, Steady & Conscientiousness
- ◆ Identify the positive and negative attributes inherent in each style.
- ◆ Learn four quick ways to judge the personal style of others.
- ◆ Develop improvement plans to determine what you need to continue, start and stop doing to bring out the best in your primary style.
- ◆ Create personal improvement plans to enhance your personal effectiveness with bosses, peers and/or direct reports.
- ◆ Learn how to maximize your full potential by using your least used style.
- ◆ Learn how to overcome the incompatibility between different styles.
- ◆ Determine the type of work environment and approach best suited for each style.
- ◆ Explore how a team's combination of personal styles impacts its effectiveness and how to compensate for a lack of certain styles.

**What You Can Expect** The DISC Enhancing Personal & Leadership Effectiveness workshop is a highly active and interactive learning experience. After assessing your style, you learn about yourself and the range of styles available to you through learning simulations, personal analysis, small group discussions, presentations and personal consultation with the workshop leader.

**Length:** This is typically a one-day in-house workshop allowing for assessing, gaining insight and developing personal improvement plans

**Who benefits:** Managers, program managers, supervisors and team leaders have found this to be an excellent learning event. The DISC workshop has also proven beneficial to high-potential professional, support and technical staff, team members and employees at every level.

**Resource Material:** You get a workshop manual that also serves as a valuable reference long after the workshop is over. Also included is the DISC Personal Profile assessment system and other valuable handouts.

**Tuition:** The cost per person is \$245 for the day. This includes all instructional material, workbook, style assessment, post session coaching, breakfast, lunch, snacks and coffee breaks. Groups of 3 or more participants are eligible for a 10% discount.

**Dates:** ◆ July 10 ◆ November 6

**Location:** Ann Arbor, MI

For questions or to register contact [Kate@leadinstitute.com](mailto:Kate@leadinstitute.com) or 734-995-5222 x101