



Understanding Behavioral Styles

Understanding behavioral styles – both yours and others – greatly enhances the ability to communicate, collaborate, negotiate, and persuade.

This BRODY workshop provides participants with a unique opportunity to gain insight into their own dominant behavioral style, and how they click or clash with other styles. The result? Reduced misunderstandings and more productive, successful relationships with clients, colleagues and cross-functional teams.

Learning Outcomes:

Participants who complete this program will be better able to...

- Quickly identify the behavioral style of others
- Adapt their behavioral style to connect and build relationships
- Communicate to motivate, persuade, and collaborate

Pre-work: Participants take an online behavioral assessment (DISC assessment) and receive a personalized report.

Content:

1. Understand the role of behavioral styles
 - Characteristics of the 4 behavioral styles
 - Identification of own dominant styles
 - Exercise: Four Corners – working with the same style
2. The interaction of styles
 - Adapting to other styles
 - Coaching and communication styles
 - Exercise: Plan to adapt and engage
3. Application and transfer to the job
 - Exercise: Workplace application
4. Plan of Action