



PREFERENCE

Thinking and Communication Styles

DESCRIPTION

This course uses the Herrmann Brain Dominance Instrument (HBDI) to profile thinking preferences and provide insights into individual communication and influencing styles. It also explores the Emotional Competence Framework, drawn from the work of Daniel Goleman. The course looks at how to use this knowledge to recognise others' preferences and how to adjust ones thinking and behaviour to create a more desirable result.

METHOD

Instructor led, highly experiential, course, video, discussion, role play application and exercises

COURSE DURATION

1 day

OUTCOMES

- Insights into the thinking, decision-making, problem solving, and communication styles of individuals and the group
- Recognition of personal preferences, their impact on communication, influence, and customer relations
- An understanding of how to maximise productivity of individuals/groups in pitches and projects
- Gain individual recognition of skills to develop
- Increases in team effectiveness and reduction of potential conflict
- Individuals and teams that plan more effectively and make more 'whole brain' decisions
- Better understanding of clients' communication preferences and an ability to adjust styles appropriately

KEY AREAS

- Success element at work - 'Emotional Competence'
- HBDI and debrief
- Understanding Self and Impact at Work
- Understanding Others
- Effective Thinking
- Effective Communication
- Maximising Group Effectiveness

