

# The Trainers Directory

*Welcomes you to*

## **Understanding Yourself & Others**

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# COURSE OVERVIEW

Working with a diverse group of people can be fun as well as  
FRUSTRATING!

Why are some people so easy to work with while others can cause us to run in the opposite direction the moment we know they are approaching? Why does one person work at break-neck speed to help get things accomplished while another seems to move at a snails pace? Why can't I ever do anything well enough to satisfy some people's expectations? How can we harness the collective strengths of our workers to accomplish a mutual goal?

This seminar is designed to answer these questions and more. Learn how your personality interacts with the personality of those around you. We will do some behavior profiling, work on communication opportunities, as well as learn some preliminary feedback skills.

## **ABOUT YOUR TRAINER...**

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# PEOPLE STYLES: WHY'D HE DO THAT?

Why people do the things they do is an age-old question. Everyone, from time to time, finds himself or herself baffled (or hurt, alienated, irritated or infuriated) by the actions and motivations of others, be it friend, family member, colleague or customer.

**For the most part we don't understand  
why people do the things they do, why they do them the way they do them,  
and why they don't simply do them the same way that we do them!**

Understanding ourselves and others helps to remove those blinkers and broaden our horizons, making us aware of our own individual perspective and bias in the way that we think, feel, communicate and interact. It helps us to understand our own hidden agenda and those of the people around us, so that both can be addressed. It allows us to celebrate the differences rather than being saddened or angered by them.

**1. What specific "people" challenges are you currently facing?**

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**2. How would understanding what makes people "do the things they do" benefit you personally?**

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# PEOPLE STYLES: THE PLATINUM OR THE GOLDEN RULE?

LIFE NAVIGATOR

**"Do unto others as  
you would have  
them do unto you"**  
Golden Rule



**"Do unto others as  
\_\_\_\_\_ would have  
you do unto  
"**

RELATIONAL NAVIGATOR

# PEOPLE STYLES: IDENTIFIABLE DIFFERENCES

PEOPLE ARE DIFFERENT, \_\_\_\_\_ DIFFERENT

**Dominant**

- CORPORATE
- OFFICE
- BUSINESS
- FAMILY
- FRIENDS
- CHURCH
- COMMUNITY

**Influencing**

**Steady**

**Conscientious**

The diagram features several icons: a person climbing a mountain with a flag, a group of people in a meeting, a person running, a person climbing a bar chart with dollar signs, a group of people socializing, a person climbing a rock, a person running, two men in suits talking, a person at a computer, a person teaching a child, a person sitting on a sofa watching TV, a person playing guitar and violin, and a person on a phone.

**Notes:**

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# PEOPLE STYLES: HIPPOCRATES AND THE FOUR FLUIDS

**High "D"**

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**High "I"**

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**High "S"**

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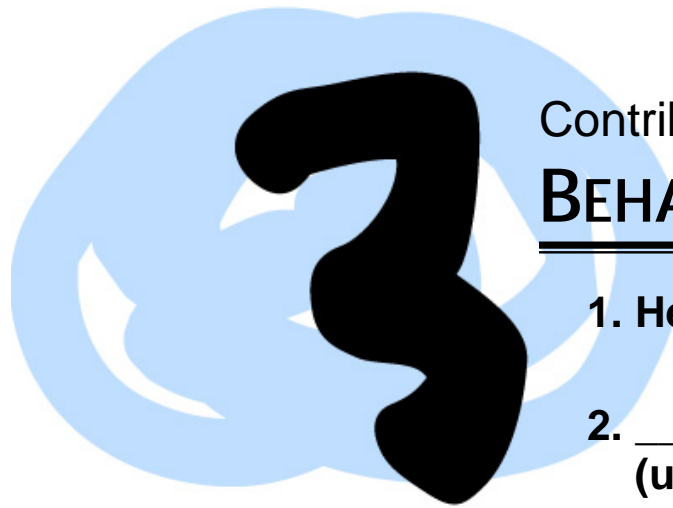
**High "C"**

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# PEOPLE STYLES: CONTRIBUTING FACTORS



## Contributing Factors to **BEHAVIORAL STYLE**

1. Heredity

2. \_\_\_\_\_  
(up to age 12)

3. Experiences  
(after age 8)

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# PEOPLE STYLES: BEHAVIORAL PRINCIPLES

