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I've noticed an immediate difference in my relationship with my business partner. I now realise that my unwillingness to ask for help has a negative effect on our communication, which puts stress on our working relationship. This has really helped open my eyes to how I can adjust how I communicate and how I REACT to what others say. - Marina

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INCREASE YOUR IMPACT BY UNDERSTANDING YOURSELF AND OTHERS

DISC Communication Insights

Did you know that over 80% of disagreements and mis-communication are caused by the people involved simply having different personality styles?

We humans are pretty egocentric beings. We like to think it's the OTHER person's problem when a miscommunication happens.

In reality, we don't know what we don't know. And when we LEARN that we can, and should, adjust how we communicate based on our personality strengths and challenges, we become SO much more effective.

The key to harmonious teams, higher sales and better productivity is EFFECTIVE COMMUNICATION. As a matter of fact, we like to think it's the 'secret sauce' of a successful life!

The DISC behavioural styles framework is a really effective way to understand not only our own styles but also where others are coming from. This allows us to communicate more effectively. With a greater understanding of yourself and of others, you can leverage the right strategies for great relationships.

Throughout this 3-hour virtual workshop, you will:

- » Explore the 4 main behavioural styles – Dominant, Inspiring, Steady and Compliant
- » Identify the strengths and weaknesses of each style – learn what each one fears most and what question they need you to answer for them
- » Work through a few simple case studies to help you identify these styles in others by learning to pick up 'clues' in their body language, dress and behaviour
- » Discuss how to relate to those styles that are not similar to your own in order to communicate more effectively and increase your impact and influence.

Visit www.venusacademy.co.nz to find out more or to register online.