

# Process Communication Management Seminar® : Improved Quality, Value, Profitability, Satisfaction

"If you want them to listen to what you say, talk their language." Taibi Kahler, Ph.D.

## Who should attend ?

Marketeers, Product & Business Managers, Commercial and Sales managers, Managers & Entrepreneurs, wishing to better understand, motivate and communicate with others and build a firm behavioral, management and interaction foundation.

## What will I learn ?

A reliable and validated method of identifying and understanding personality structures, life passages, and communication dynamics.

How to use a process approach, connect with your employees and colleagues and communicate and motivate each person individually.

Learn your strengths and areas to work on to become more effective.

How to keep out of distress and how to deal with others who may be in distress.

In addition to the course manual, participants will receive their own individualized profile which includes their personality structure, strengths, stressors and an action plan for success

## Outline :

- • Introduction to Process Communication®
- • The Six Perceptual modes
- • Management Styles of the Six Personality Types
- • Channels of Communication
- • Motivational Needs
- • Phases in individual personality development
- • Work Environment Preferences of each Personality Type
- • Relationship Compatibilities
- • Distress :Behaviors in mild and serious Distress of Six Personality Types
- • Executive Simulation: Achieving Consensus using Process Communication concepts
- • Development of Management Plans
- • Planning for the future
- • Closure and Evaluation

*Led by a certified PCM® Trainer*

## Summary :

The 3 day PROCESS COMMUNICATION MANAGEMENT® Seminar offers business people a firm behavioral, management and interaction foundation. This innovative tool enables you to understand, motivate, and communicate more effectively with others. People have experienced greater success and power in their personal and professional lives after learning and applying the principles of Process Communication®. :

## PCM® :

- ➤ Identifies Personality Types.
- ➤ Assesses Character Strengths
- ➤ Reflects Preferred Management Styles and Favorite "Channel" or Means of Communication
- ➤ Determines Individual Psychological and Motivational Needs
- ➤ Predicts Potential Management/Interaction Success or Failure Patterns under Stress
- ➤ Provides Intervention Points for Failure Patterns
- ➤ Offers Ways of Reinforcing Positive, Productive Behaviors.