

People Smarts - Behavioral Profiles , Self-Assessment Pamphlet (Peoplesmarts)



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This exciting line of learning tools helps you improve communication in any group or

organization. Every individual has a unique personality, but many behaviors can be understood within a systematic, predictable framework. The People Smarts package will train participants to identify colleagues' behavioral patterns so they can work in harmony. This simple, easy-to-understand method helps you: get results from interactions with colleagues express your wants and needs clearly -- and recognize the needs of others improve collaborative efforts by learning to adapt to others' styles understand your co-workers, bosses, and subordinates through a systematic, effective method anyone can learn. The Self- and Observer Assessments help your employees define their own styles. The Self-Assessment determines how a person believes he/she interacts with others. The Observer Assessment provides a picture of how others perceive an individual's interactions. Used together, these instruments provide valuable information for personal growth. Participants can recognize differences between the way they think they are perceived and the way they are actually perceived by others. This evaluation provides tangible goals for improving versatility and enhancing relationships. Use the Scoring Matrix with the Self-Assessment, the Observer Assessment, or both to get a visual representation of individuals' styles. The Scoring Matrix includes comprehensive descriptions of styles and substyles, plus advice for achieving balance. The Reminder Card is an instant reference to the four behavioral styles identified in the program, with guides to recognizing and dealing with each. The Participant Workbook focuses on application of the People Smarts principles. Participants learn how to use verbal and visual clues to identify another person's style and adapt their own behavior to make relationships more successful. This workbook is also a great self-study tool. Filled with humorous examples that teach valuable principles, the People Smarts book introduces the simple but powerful business relationship concept on which the People Smarts program is based: treat other people the way they want to be treated. Streamline your preparation and save ! Purchase one Participant's Package for each participant in your program and get everything you need to improve communication today!

作者介绍:

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