

Personality Profiling for Management, Team Leaders & Interviewing (Code: PPM)

Evolution-U Persuasion & Influence Business Suite

Full Day - Expert



*The Evolution-U Persuasion & Influence Business Suite is a focused offer of engaging soft skills trainings, providing **usable tools for better & measurable performance** praised by our clients*

Client Testimonials

*"Great all round and well worth attending. **A lot to take away but very easy to later reframe and put into practice.** Surely adds the definition and context to everyday behaviour and interaction both in professional and personal settings."*

*W. Milano, Managing Director,
Abercrombie & Fitch*

*"**This is the best course I have ever attended.** I found the content of value and will try to use it in my business and personal life."*

*M. Chen, Financial Manager,
Glencore China Ltd.*

*"A very useful course. **It has given me a different way of thinking when conducting the interviews and for my daily work interactions.**"*

*H.R. Director,
M.N.C, Shanghai*

Useful ★★★★★ 4.71
(2,475 responses)

Easy to Follow ★★★★★ 4.70
(2,373 responses)

Data Collection Methodology available on www.evolution-u.com

Course Outline

This is a Neuro Linguistic Programming (NLP) based training drawing from the research of the finest NLP minds over the past 4 decades.

The course is applicable to professionals in the fields of management, team leading and human resources, and for any client facing executives.

Learning Objectives

By taking this course, participants will:

- learn the process of developing rapport, the basis of all effective communication.
- develop the ability to pick up on the real meaning behind a response using the skills of sensory and communicative acuity.
- understand the Myers Briggs Type Indicator sets and how they correspond to personality types.
- learn the NLP technique of Complex Meta Programs, a series of questions structured to elicit specific behavioural understandings of a person's personality including;
 - Predicting behaviours/actions based on thought processes
 - Understanding personal preferences with respect to job assignments, work environment, position within a team etc.
 - Evaluate how a person is likely to respond to and manage stressful situations
 - Predict job longevity and likely response to change

learn to elicit complex meta programmes in real life business settings.

Participants are encouraged to ask questions throughout the course and to actively participate. All presentation topics are supported by powerpoint slides throughout the course with additional use of role play exercise, tests and feedback sessions to fully involve the participants.

- participants shall be requested to complete a pre-course worksheet which will take approx. 30 minutes to complete and shall be used for this section after each of the six principles.

Course Content

Sensory & Communicative Acuity

A small change in communication can have a large impact and likewise small differences in how a message or response is delivered can give great insight to one trained in knowing what to observe and listen for. This section gives valuable communication based tools which aid in understanding what variations in response style may mean. Content including sensory acuity, delivery speed, eye patterns and selected linguistic markers are introduced and practised.

The Basic Meta Programmes - Myers Briggs and NLP

The Myers Briggs Type Indicator (MBTI) is the world's most established psychometric profiling test. In NLP, the 4 MBTI indicators are considered 'The Basic Meta Programs' and provide the basis of understanding personality and communication. This one hour section introduces MBTI and summary profiles for the 16 personality types possible under MBTI.

The Complex Meta Programs

Meta Programs are programs that control or make decisions about programs. In NLP terms, meta programs indicate general pervasive habitual patterns commonly used by an individual across a wide range of situations. In this training, we study 16 of the key psychometric profiling filters referred to as the 'Complex Meta Programs' which, when combined with the MBTI Indicators, provide a powerful and easily usable set of psychometric profiling tools for potential employees and existing team members.

Psychometric Profiling in 10 minutes

The final part of the training and what the content builds up to, is the application of the 'Evolution-U Meta Programs Test'. Participants are taught how to elicit a subject's psychometric profile using MBTI and The Complex Meta Programs within 10 minutes. All participants will experience being both the tester and the subject

Who Should Take This Course

Business Owners, Management, Sales, PR & Marketing Executives, Human Resources Executives, any and all Customer-facing Staff, anyone dealing with Sales, Negotiation or Mediation, or needing to influence or persuade people on a regular basis will benefit for learning and mastering the techniques introduced in these courses, with immediate results.

This training course is fully certified by Evolution-U.

**For more information & reservations please contact Jessica
jessica@evolution-u.com or call +852 9498 9067**

www.evolution-u.com • facebook.com/evolutionutraining