

The Power of Understanding People



Presented by
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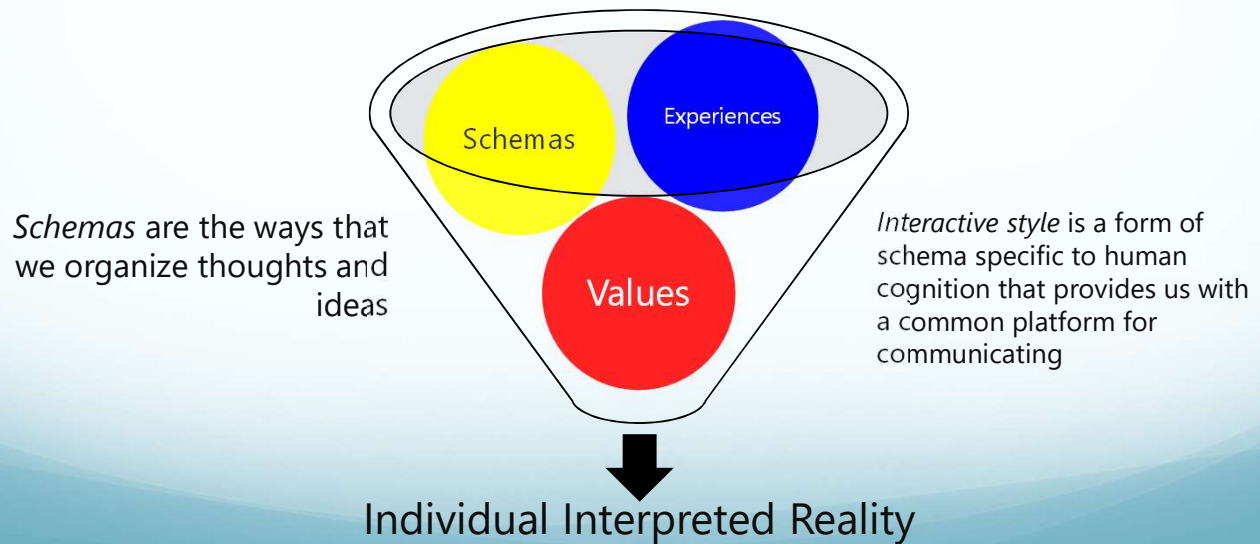


Learning Objectives

- Identify and appreciate diverse styles of people
- Adjust our relationship and communication approach when needed
- Enhance our individual and team performance
- **Have fun!**

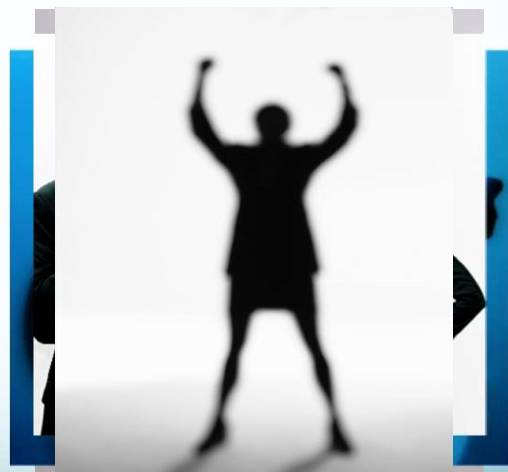


Metacognition = The process of thinking about how you think



The Styles

- The Romantics
- The Warriors
- The Experts
- The Masterminds



Romantics Versus Warriors

Emotional Sensitivity

Versus

Logical Sensitivity

Indirect Communication

Versus

Direct Communication

Honor Bar

Versus

Aggressive Negotiators

Large CTL Container
Small Spoon

Versus

Small CTL Container
Large Spoon

Appreciation

Versus

Independence

Experts Versus Masterminds

Factual Sensitivity

Versus

Conceptual Sensitivity

Details

Versus

"Big Picture"

Cautious

Versus

Risk-Taker

Linear Thinker

Versus

Systemic Thinker

Security

Versus

Excitement

Modes of Each Style

Style	Sensitivity	Intrinsic Need	Communicates
Romantic	Emotion	Appreciation	Indirectly
Warrior	Logic	Independence	Directly
Expert	History	Security	Thoroughly
Mastermind	Concepts	Options	Systemically

Styles and Influence

Style	Value	Influenced by...
Romantic	Relationships	A professional they like who empathizes with them. (Likability)
Warrior	Results	A professional who helps them get results quickly. (Efficiency)
Expert	Consistency	A professional who offers accurate information. (Knowledge)
Mastermind	Innovation	A professional who offers creative solutions. (Flexibility)

The Power of Understanding People

Hollywood Style!



The

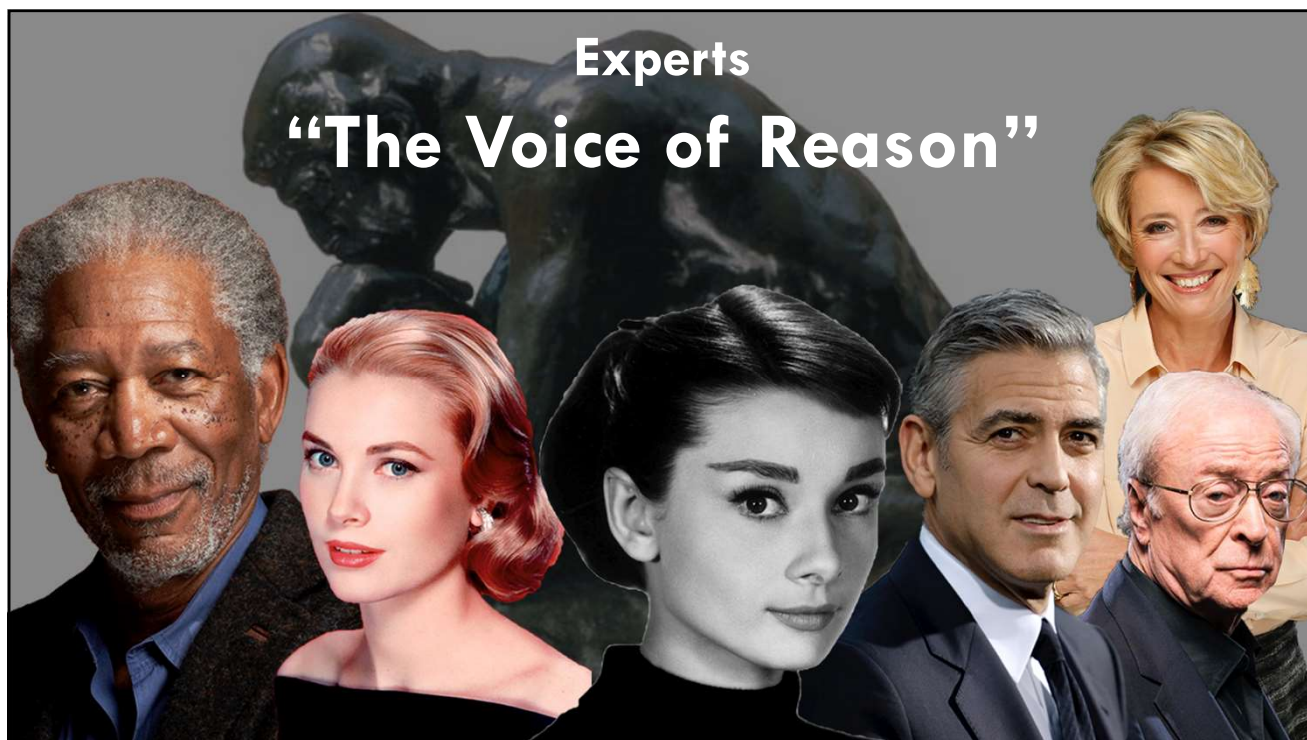
HOLLYWOOD

Styles!















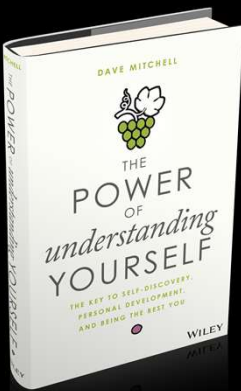
Books can be purchased on Amazon or major book retailers

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Designed as both a companion piece to the author's previous book, *The Power of Understanding People*, and a stand-alone work, *The Power of Understanding Yourself* provides readers with a blueprint for examining their true purpose and approach to life and a map for achieving greater personal happiness, professional success and self-awareness. It explores personal attributes related to interactive style, diving deeper into the concepts from the author's previous book, provides exercises for exploring how to connect your current life status to a desired future state and encourages readers to engage in a deep exploration of their core values, beliefs, mission and vision to become their best self.

- Find the key to self-discovery and personal development
- Uncover your true purpose
- Use helpful exercises to reveal the best you
- Develop strategies to maximize your potential

The Power of Understanding Yourself is an empowering tool to help you find your best possible self and flourish