

“soul” drive behaviour profile

an effective leadership/team building coaching tool

Overview

All of us have developed behavioural patterns - distinct ways of thinking, feeling and acting. The central core of our patterns tends to remain stable because it reflects our individual identities. However, the demands of the work environment often require different responses that evolve into a work behavioural style.

This session presents a plan to help you understand self and others in a specific environment. You are the central focus as you heighten understanding of your style and identify the environment most conducive to your success. At the same time, you learn about the differences of others and the environment they require for maximum productivity and team work in the work organisation.

We are all unique individuals, but there are four common "types" and it is vital that team players have an appreciation of what they are, as different approaches are needed to converse with members of the team depending on their “doit” profile.. There is no best pattern. Research evidence supports the conclusion that the most effective people are those who know themselves, recognise the demands of the situation, and adapt strategies to meet those needs.

Objectives

You will be able to:

- Identify your work behavioural style
- Create the motivational environment most conducive to success
- Increase your appreciation of the different work styles
- Anticipate and minimise potential conflicts with others

Outline

- Assessing the “doit” profiles
- Behavioural variables
- Viewed by others
- Steps toward more flexibility
- Relating to each of the four “doit” profiles