

The Understanding How Others Misunderstand You Seminar



behavior.

We often think others are behaving badly when they are merely behaving differently than we would. Why? Well, psychologists call it “the fundamental attribution error.” In other words, we want others to judge us on our intentions and we want to judge them on their behavior.

A better approach is to learn a more “universal” language of human behavior; one that is validated or proven just by watching people. Research has proven that people, in terms of “how they act,” have similar characteristics. By learning these characteristics we can increase the effectiveness of our communication and therefore our understanding of each other.

People respond differently in life’s situations: some are forceful, direct and results oriented. Some are optimistic, fun and talkative. Yet, others are steady, patient and relaxed most of the time. And some people are precise, accurate and detail oriented. They all feel like everyone else should “speak their language.”

This half day seminar is designed to help you learn and use this behavioral language to gain commitment and cooperation, build more effective teams, resolve and prevent unnecessary conflict, gain endorsement and even increase sales or enhance career success.

There is some pre-work for each participant in order to produce an individual and personalized behavior report for each. The session also includes plenty of question and answer time, as well as examples of group dynamics and individual interactions.

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