



BITE-SIZE LEARNING

DIFFERENT PERSONALITY TYPES

Bite-size training sessions: manageable portions of expertise, designed to fit in a lunch hour.

We look forward to joining you for this bite-size learning

**Cerulean**
carefully tailored training

Communicating With Different Personality Types

This session is designed to teach people how to identify, understand and appreciate different personality types, to help us build better working relationships and communicate more effectively. It also introduces participants to the DISC model, based on the work of American psychologist William Moulton Marston.

This is designed to be a simple session with 4 specific outcomes:

- Understand how people differ
- Understand the DISC behavioural profiling tool
- Learn to identify a person's primary behavioural style
- Learn how to best influence each DISC style

By the end of the session, you will have a simple approach to support you in communicating effectively and making the most of working relationships.

What is bite-size learning?

If times are hard, the training budget is one of the first things to feel the squeeze. Yet research shows that those organisations who choose to continue with their learning and development plans out-perform those who do not. Bite-size learning is a great way to keep on top of training efficiently and cost-effectively.

Designed by Dr Lesley Aitcheson and Cerulean's team of learning and development specialists, our bite-size learning has a proven record with many organisations including top universities, charities, trusts, corporations, and councils.