

# People Skills for schools

## The People Skills Series – Blended Learning Program

This format takes all the content covered in the two day program and breaks it down into three, one-hour webinars and one, ½ day workshop.

### People Skills Webinar 1:

#### People – Difficult or Different?

##### Program Objectives

- Clarify the important difference between behavior and personality.
- Discover how observable behavior impacts the perceptions of others.
- Explore the impact you have on others, including those who think and act differently from yourself.

### People Skills Webinar 2:

#### Understanding Behavior

##### Styles Program Objectives

- Discover the relationship between beliefs, perceptions and behavior.
- Identify how people may change behavior situationally.
- Differentiate and appreciate different patterns of behavior.
- Identify the behavior tendencies of each Style.

### People Skills Webinar 3:

#### How You See Me Program

##### Objectives

- Identify and reinforce how each Style uses energy.
- Discover the difference between intent and impact.
- Identify “shortcut clues” to “read” an individual’s behavior.
- Increase awareness of how perceptions differ by Style.

### People Skills Workshop 4:

#### How I See You

##### Program

##### Objectives

- Receive feedback from others on the behaviors they observe in you.
- Identify the needs that motivate each Behavior Style to action.
- Identify variables that influence tension-reaction behavior.
- Discover options to reduce tension-reaction behavior.
- Identify ways to become more flexible and work most effectively with each Behavior Style.
- Create an action plan to apply your key learnings.



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