



# Leadership Team Embarks on People Skills Training

On **March 8, 2017**, Frankie Jackson, Paula Ross, Larry Barrios, John Crumbley, Jennifer Miller and Greg Rhodes started a 4 part training on developing people skills. This professional development is being offered by the Effectiveness Institute through the Texas K-12 CTO Council.

During the training, the focus was on exploring techniques to work with others more effectively by gaining a better understanding of their challenges and differences.



## 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.

