



Facilitator: Kathi Crawford, SPHR, MCC

Workshop Description

For most of us success in careers and in the organizations that we work will largely be a function of our skills in understanding ourselves and those we interact with. In business and life today much of our time is spent working with and through people to accomplish goals. Thus, people skills are one of the most critical you can develop. The alternative is intuition or “gut feeling.” Most who rely on intuition will be limited in their ability to predict human behavior with a high degree of skill and accuracy required in the modern workplace.

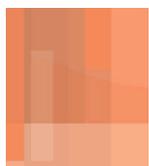
We spend our lives observing human behavior and attempting to interpret what we've seen. We ask ourselves why a person is doing what he/she is doing and then make countless efforts to try and predict why. Our actions and reactions are based on the intuitive understanding (our own perceptions learned and otherwise) we've developed about others, and sometimes even ourselves. For most of us intuitive skills may be inadequate.

This workshop is designed to confirm our intuition and explore our own behaviors, underlying needs and potential stress reactions. We will use a multi-dimensional assessment called The Birkman Method® (www.birkman.com) as it integrates behavioral, motivational, and occupational data. The Birkman Method® measures social behaviors, underlying expectations and preferences of how interpersonal actions and tasks should be carried out, potential stress reactions to unmet expectations and preferences, and occupational interests and preferences. Backed by decades of research and use The Birkman Method® has unparalleled insight and accuracy for individual, team, and organizational management.

Key takeaways include:

- The ability to identify your strength behaviors, underlying needs and motivations, and stress behaviors that affect performance
- Understand your specific behavioral style and why it is important to adapt your behaviors as you identify the difference in the styles of others to achieve results
- Understand the areas of work, job titles and positions, and work environment best suited for your career development and professional growth and development
- Understand your management and decision making styles

This workshop is offered to the public and can be customized for internal organizational purposes. Join us to gain a greater understanding of what makes you tick and how you can maximize your strengths, thereby making the necessary choices to advance your career and business relationships!



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