

Personality & Performance - Unlocking Employee Growth

Concord Consulting has developed a unique graduate level of education and insights into human behaviours and management effectiveness that are specifically focused on management performance and employee performance. Thousands of executives, managers and human resource professionals in Concord's client groups across North America, Europe and Australia have experienced this highly practical and immediately useful body of knowledge through our interactive workshops.

This intensive 21 hour in person training workshop provides a combination of proprietary development tools, unique education and skill development to achieve the outcomes below:

Day 1 - 7 hours

- The impact of personality in the workplace
- A job has a personality, but how do you define it?
- Performance Orientations - the greatest insight into performance

Day 2 - 7 hours

- Case study review
- Introduction into the seven personality traits that have the greatest impact on performance
- Action planning

Day 3 - 7 hours

- How my leadership impacts those I lead
- Review of current team, individually and collectively
- Creation of specific action plans to align people and jobs, and review of motivating factors

Outcomes

- Stronger understanding and self-awareness of strengths and areas to grow/develop
- Communication planning tools and thought processes for important conversations with employees and customers/clients
- Understanding of how personality affects ours and others' abilities to communicate, hire, align, retain, coach, manage, lead and develop others
- Clear understanding of how personality impacts performance for roles within organizations
- Specific action plans on development of employees, including identification of future leaders

Fees/Expenses

The fee for the above 21 hours of training time, including a comprehensive manual for use during the workshop and for reference after, is \$2,950 + GST per person. Participants will receive a Certificate of Completion to acknowledge completion of this workshop.