



# Understanding Self & Others

## WHOM IS THIS PRESENTATION DESIGNED FOR?

Anyone who wants to optimize interpersonal communication skills when the stakes are high!

## LEARNING OBJECTIVES:

- Optimize your communication skills in a business context
- Mastering the fundamentals of effective communication
- Identifying personal style and relating to other styles
- Optimizing interpersonal communication performance
- Identifying and gaining awareness of aptitudes used in whole brain communication
- Applying newly acquired aptitudes in personal and business situations.

**WHERE AND WHEN:** to be defined with customer

**NUMBER OF PARTICIPANTS:** up to 100 participants

**FEE:** € from 3 500 to 10 000 + VAT depending on duration, customization and number of participants

Contact : [info@christine-morlet.com](mailto:info@christine-morlet.com)

Tel.: +33(0)971 222 971

[www.christine-morlet.com](http://www.christine-morlet.com)

## Christine Morlet Bio



Bilingual French/English Keynote Speaker, Christine is a passionate guide in the field of finding the right approach to better communicate and help people understand self and others.

The experience of presenting to senior international professionals during the last 15 years has enabled her to understand various kinds of business environment and situations.

## DETAILED PRESENTATION

### IDENTIFY YOUR BRAIN PREFERENCES PROFILE TO KNOW HOW TO ADAPT YOUR COMMUNICATION

- What do we mean by the “Whole Brain Communication Model”? How can we improve the way we communicate?
- How does my personal “profile” impact on the way I communicate with others?
- Effective tools for improved interpersonal skills performance!

### TOOLS AND PRACTICE

- How our brain works - Our brain is the source of our behaviours : left brain/right brain
- Understanding the various communication models : introduction to the Herrmann Cognitive Preference Model
- Detecting thinking preferences and analysing the different roles in the communication process
- Knowing and analysing your personal “profile”: group feedback on communication profiles
- Explaining the 3 thinking preference levels: I prefer, I use, I avoid...
- Impact of my brain preferences “profile”
- Common statements and expressions: Practical comprehension exercises

**Challenge:** How well do you know your own preferences? Do you know how to identify other thinking styles and adapt to other” thinking patterns”?

### Food for thought...

- We communicate “with” people rather, rather than «at» them!
- What part of message actually hits target?
- Do we share the same “thinking pattern”?
- He, who talks, sows, he who listens, reaps...

# *MY PERSONAL NOTES*