

# Effective Communication Through Personality



### **About this Course**

**Effective Communication Through Personality** 

Our Effective Communication Through Personality course uses our Target Personalities profiling tool as its centrepiece and wraps our normal leadership and management course content around this tool.

This provides deeper insights into personal communication and communication style through the lens of personality and, goes beyond the norm for communication skills development training.

# **Aims & Objectives**

Here is what you will learn on our Effective Communication Through Personality course

#### **Course Aim**

This Effective Communication Skills Training Course uses the Target Personalities profile as a foundation to help participants understand how personality influences communication preferences, behaviours, and challenges.

We explore different communication methods and models, including Transactional Analysis, and provide practical strategies to adapt your style for more effective interactions. You'll learn how to build stronger relationships, overcome barriers, and adjust your communication based on both your personality and the needs of others.

#### **Course Objectives**

#### By attending this Effective Communication Through Personality course, you will:

- · Understand how your personality influences your communication style
- Identify others' communication preferences using the Target Personalities dynamics
- Learn how to adapt your communication style to build rapport and trust
- Evaluate different communication methods and match them to the situation
- Use Transactional Analysis to improve conversations and resolve misunderstandings
- Identify and overcome common communication barriers linked to personality traits

# **Course Content**

Here is what we cover in our Effective Communication Through Personality course

#### **Understanding Your Communication Style**

- Introduction to the Target Personalities profile and your personal results
- Exploring your natural communication preferences and habits
- · Identifying how others might perceive your style
- Understanding overextensions in communication based on personality dynamics

#### Why Improve Communication Skills

- Recognising the value of effective communication in teams and relationships
- Understanding the impact of mismatched styles and how personality contributes

#### **Methods of Communication**

- Exploring different communication channels (face-toface, written, virtual)
- Assessing the pros and cons of each method
- Using personality insights to choose the best method for the audience and message

#### **Communication Skills**

- Key skills for effective communication: listening, questioning, assertiveness
- Using the Communication Cycle with an awareness of personality styles
- Practicing tone, body language, and clarity through personality-aligned behaviours

#### **Communication Barriers**

- Identifying barriers related to personality mismatches or assumptions
- Strategies for bridging gaps between different communication styles
- Using self-awareness to spot and reduce barriers in realtime

#### **Communication Theory: Transactional Analysis**

- · Understanding ego states: Parent, Adult, Child
- Mapping ego state tendencies to your personality profile
- Using TA to navigate challenging interactions and defuse tension

#### **Meetings and Group Communication**

- Planning and delivering messages with different personalities in mind
- Handling difficult behaviours and encouraging balanced contributions
- Using your personality to positively influence group communication

#### **Skills Practice and Development Planning**

- Applying your personality insights in communication scenarios
- Roleplaying conversations and feedback with guided reflection
- Building a personalised communication development plan

# **Delivery Options**

How we deliver our Effective Communication Through Personality course



#### In-House

Delivered at your business location or a location of your choice anywhere in the UK, Ireland, across Europe or online.

We can adapt the course content to meet your specific needs and those of your team.

Contact us for a quote.

# **In-House Delivery**

Train your team. Train your entire company.

We can deliver our effective communication through personality course just for your team or organisation.

Start with an off-the shelf course

We'll use the content in the overview as a starting point

**Understanding your needs** 

We'll work with you to agree what outcomes you want from the course

Making it yours

We will shape the content to ensure the course meets your requirements

Delivering the skills

We then deliver the course that we've agreed either in-person or online

#### Make it even more bespoke

We can completely redesign the course to meet you needs. Just tell us what you need, and we can put a no obligation proposal together for you.

# **About Target Personalities**

A little more about the target personalities tool

# Our Target Personalities profiling tool is a free to access tool developed by Revolution Learning and Development.

Our work is based on that of Dr. Karl Jung – using Jungian Preferences to build personality traits.

Then, we use the work of William Moulton Marston who created the DISC profiling system. From these, we use 4 colours to describe personality traits. We call these Dynamics.

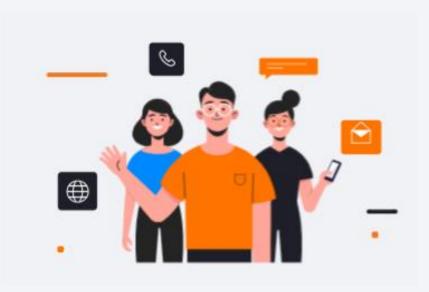
Your personality is a combination of all four Dynamics. We aim not to put you in a box (like many of the free versions). Instead, we'll show you the strength of each Dynamic and how that manifests itself in behaviour.





# **About Us**

#### A bit about who we are and what we do



# We are Revolution Learning and Development

We are a leading learning and development consultancy based in the UK. We provide our services across the UK, Ireland and Europe.

- We deliver fun, engaging and down to earth training courses in-person and online
- ✓ Over 20 years of training experience
- Incredibly cost effective and a real focus on return on investment
- 92% of our clients rebook us for further training and development
- ✓ Flexible training and development solutions

# Let's Talk

We are here to help



If you have any questions about our effective communication through personality course or would like a quote for an in-house course, then just get in touch.

Call Us:

UK: 03333 444575

ROI: 015549779

**Email Us:** 

hello@revolutionlearning.com

**Visit Us:** 

**UK:** https://www.revolutionlearning.co.uk

**ROI:** https://www.revolutionlearning.ie

**EU:** https://www.revolutionlearning.com