



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-to-face, 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 real-time

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.

1

Start with an off-the shelf course

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

2

Understanding your needs

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

3

Making it yours

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

4

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 your 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



REVOLUTION

- LEARNING & DEVELOPMENT -

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.

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