

TypeCoach Influence Program

The TypeCoach Influence Program is a fast-paced, highly practical and interactive, multi-media program with fun exercises and breakout discussions that will leave participants with two skills they can immediately implement in every interaction in their work and personal life:

- The ability to **identify** another person's type through clues in their speech and behavior.
- The ability to **adapt** your communication style to any personality type when leading, collaborating, presenting, inspiring or providing feedback.

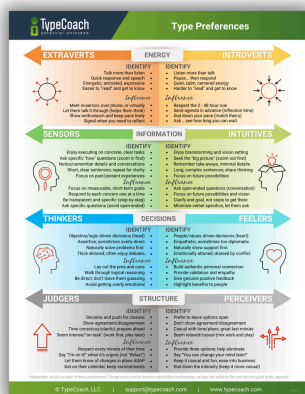


"I love TypeCoach. I use it all the time. I'm much more conscious now and really try to figure out what someone else's type is, so I can align my communication style to work best with them..."

- Terah Benjamin, Takeda Pharmaceuticals

Master the Art of:

- Building positive rapport
- Gaining the full attention of others
- Securing buy-in and enthusiasm
- Fostering best ideas and thinking
- Inspiring others to go above
- Presenting to groups



Part 1: Personality Preferences (2-3 hours)

This first session sets the foundation as you learn how to identify the individual preferences (E/I, S/N, T/F or J/P) in other and adapt your feedback, presentation, management, style, sales pitch and general communication accordingly. Whether you are familiar with this framework of Type or not, this is a session that is unlike you've ever experienced before and a game changer for all of your relationships.

Part 2: The Four Temperaments (2-3 hours)

Virtually all TypeCoach clients include this next level session on what drives and motivates each of these four temperaments (into which all 16 types fit). The temperament (SJ, SP, NT or NF) is often the first thing your trained eye will notice when first meeting someone. Short video clips exercises provide practice identifying type in others you'll leave with a whole new understanding of how to motivate, inspire and engage your colleagues, boss, clients, friends and family members.

