

# EQ & DISC PROFILING

## LEADING & INFLUENCING PEOPLE

Venue

NOVOTEL SAIGON, HCMC

Date

24<sup>TH</sup> - 25<sup>TH</sup> AUGUST 2017

Including Personality Profiling Test (Worth USD 60)



## SPEAKER: KC LEE

- **Certified Facilitator & Instructor** for Edward de Bono's Six Thinking Hats™, John Maxwell's Developing the Leader Within You™, The 360° Leader™, Winning with People™, DISC Behavior Profiling Assessments and Project Management programs.
- **Adjunct Professor** with Asian Institute of Management (AIM) from 2008.
- Extensive strategic **project operations, leadership and negotiations skills** in large- scale telecoms & IT infrastructure projects, with well-rounded people skills in multi-cultural settings.
- Successfully led a new product team and pioneered the introduction of fiber passive optical networks to the Philippines market.

### EXCERPTS OF PARTICIPANTS' FEEDBACK ON KC'S WORKSHOPS

"Knowledgeable and willing to share real life example, good motivator and change the perspective on problem solving."

"He shares a lot of his real life experience and this info can't be get from textbook."

"Very efficient delivery and impeccable speaker. Inspirational course content, sharing of experiences."

**ITD-MEGA GURU PROGRAM • LEARN FROM THE BEST TO BE THE BEST**

**MISSION: TRANSFORMING LEADERS AND CHANGING THE WORLD FOR THE BETTER**

# INTRODUCTION

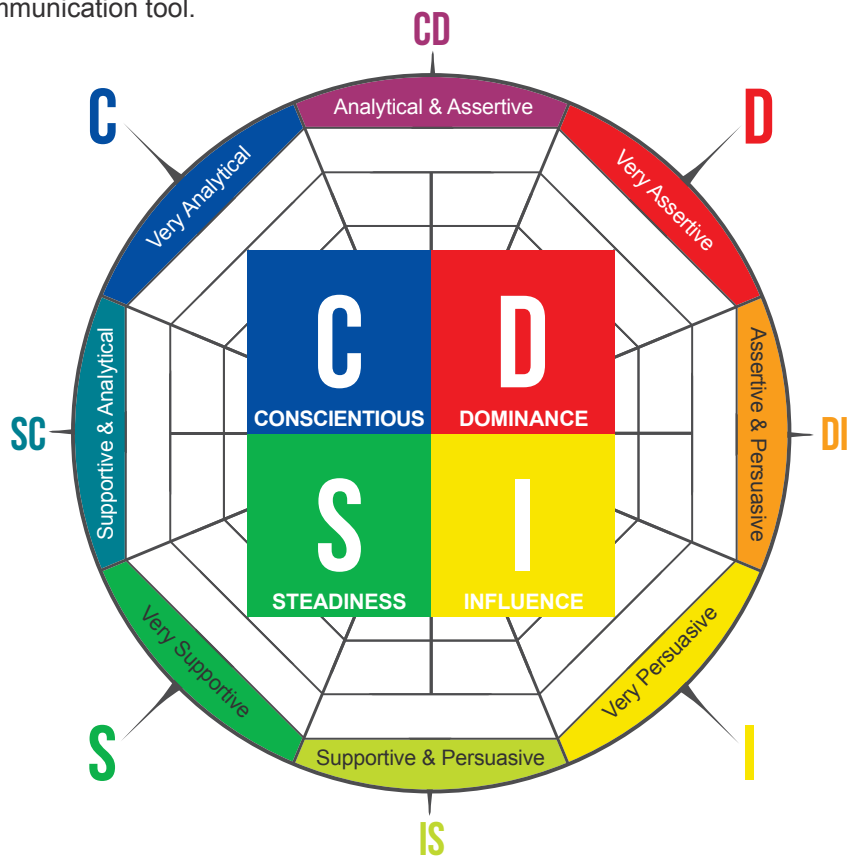
The strength of your leadership is found in your daily relationship with those you lead and those you influence all around you. Becoming the best leader requires you to maximize your Emotional Quotient (E.Q.). A person's competence is actually Intelligent Quotient (I.Q.) + E.Q. therefore:

$$EQ + IQ = COMPETENCE$$

This workshop will provide you with the practical tools you need to understand your E.Q. and immediately improve your existing relationships as well as build strong, new ones. Learn to master the core people principles and the art of becoming a person of influence. This workshop is an interactive exchange - a chance for you and your people to interact with other leaders who are just as intentional about personal and professional growth as you are.

Just as important, Behavior Analysis is a foundational piece in the quest for influence and human fulfillment. Self-understanding, recognizing differences in others and accommodating those differences are three traits of extremely successful & influential people. Whether you are influencing a decision-maker, coaching an employee, leading a team, or developing your own career, a clear understanding of human behaviour is essential.

**DISC** (see diagram) teaches us how to use this foundational, powerful communication tool.



DISC is based upon the single most statistically validated business assessment in the world – based on fifty years of research. Team members will ideally take this workshop as an intact team. Imagine the power of seeing a snapshot of the behavioral characteristics of your entire team. At a glance, you'll know more about your team as a whole (and each member) than even years of working together may reveal. Team improvement starts on the spot and grows continuously.

## WHO SHOULD ATTEND?

Leaders, managers and those who have to deal with many people who are team members and or need to lead & influence people.



## KEY BENEFITS

- Understand EQ & DISC and discover how to apply in personal & professional life to build and leverage trust
- Discover your personality and understand other's behavioural style through DISC Profiling and learn how to adapt yourself to get along well with them
- Practise listening skill and servant leadership
- Better manage emotions and nurture interpersonal mindsets to succeed in relationships and win more friends

# LEARNING OBJECTIVE

At the conclusion of this program, learners will be able to:

- ▶ Describe the benefits of high-level people skills
- ▶ Learn to build and leverage trust
- ▶ Discover and apply interpersonal mindsets to succeed in relationships
- ▶ Demonstrate specific actions that allow you to focus on other people
- ▶ Engage in learning experiences that illustrate servant leadership
- ▶ Enhance intra and interpersonal communication through understanding of behavioural styles
- ▶ Apply increased team effectiveness through better utilization of individual talents
- ▶ Demonstrate understanding of behavioural styles and use adaptation to increase collaboration
- ▶ Value differences, gain trust and build respect through understanding of different behavioural styles



## PROGRAM OUTLINE

### DAY 1

09.00am – 12.30pm

#### Module 1

- People Skills Overview
- Think-Say-Do Model (see diagram)
  - Five Critical Questions
- Five Critical Questions Self-Assessment
  - Winning Characteristics
  - Benefits of Winning with People

01.30pm – 05.00pm

#### Module 2

- Things We Think
- The Lens Principle
- Servant Leadership
- Personal Relationship Preference

### DAY 2

09.00am – 12.30pm

#### Module 3

- Things We Say and Hear
  - Barriers to Listening
  - Personal Listening Levels
- Demonstrating Skilled Listening

01.30pm – 05.00pm

#### Module 4

- Things We Do
  - Routine Conversation
- Challenging Conversation Overview
- Identifying Challenging Conversation
  - Recognizing Personal Response
- Demonstrating High-Road Response
  - “Do” the Little things

#### Post Workshop

- WIN Worksheet – Plan of Action

## THINK-SAY-DO MODEL



## LEARNING METHODOLOGY

Lecturette, group sharing, action learning activities, exercises, profiling, role plays and videos.

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## INTERNATIONAL AWARD & RECOGNITION



### Mission

Transforming leaders and changing the world for the better.

### Vision

The #1 global leadership development expert.

### Core Values (LISTEN):

Love, Innovation, Synergy, Trust, Excellence and Nurture.

### Competitive Advantage Statement:

ITD World is an ISO certified & award winning Multinational Corporation that provides the world's best leadership development solutions to leading global organizations. We offer comprehensive & innovative solutions that produce superior results.

### Core Activities & Resources:

Talent and Leadership Development; Corporate Training and Consulting; Professional Competency Certification; Mega Events and Seminars; Coaches, Mentors and Speakers Bureau; Community Services and Campaigns. Over 238 world-class programs and more than 100 dedicated mega gurus, top international resource persons, trainers, speakers, coaches and consultants from around the world.

### Exclusive Mega Gurus:

Dr. Marshall Goldsmith, Dr. Jack Phillips, Dr. John C. Maxwell, Dr. William Rothwell, Dr. Jack Canfield, Dr. Peter Chee, Brian Tracy, Robert Tucker, Thomas G. Crane.

### Quality Certification, Awards & Publications:

- Winner of the **ARTDO International HRD Excellence Award** in recognition for outstanding contribution to international Human Resource Development
- Bestowed the **Brand Laureate International Award** for the Best Brand in Training.
- Cutting edge books co-authored with the **world's Top Mega Gurus**- "Coaching for Breakthrough Success," "12 Disciplines of Leadership Excellence," "Becoming an Effective Mentoring Leader" and "The Leader's Daily Role in Talent Management".

### Clients:

Intel, IBM, United Nations Missions, American Embassy, Agilent, Dell, Motorola, Nike, First Solar, Accenture, Citibank, Central Bank of Malaysia & Philippines, DHL, Ericsson, OSRAM, Infineon, Siemens, B Braun, Bosch, Beiersdorf, Schneider, TOTAL SA, Saint Gobain, Toyota, Ajinomoto, Samsung Vina, Singapore Press Holdings, Capitaland, PT Telkom, Siam Cement Group, Thaibev Group, CP Group, BaoViet, Sacombank, PetroVietnam, Petron, SM Supermalls, Thai Airways, Philippine Airlines, Shangri-La Hotels, Six Senses Resort, Sheraton, Prudential, AIA, GSK, MSD, Bayer, Johnson & Johnson, Unilever, Nestle, Pepsico.



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## FEES AND GENERAL INFORMATION

(Please make copies of this page for registration as required)

**EQ & DISC PROFILING  
LEADING & INFLUENCING PEOPLE**

**24-25  
AUGUST 2017**

**NOVOTEL SAIGON  
HO CHI MINH CITY**

### WORKSHOP FEE:

**Normal:** 420 USD / 2 days / pax

**Group of 3 or  
Early bird (Register before 31<sup>st</sup> July):**  
370 USD / 2 days / pax

Kindly ensure that payment is made **2 weeks**  
before the program commencement

### PAYMENT DETAILS

Payments may be made by  
**telegraphic transfer, bank deposit, local cheque**

Account Name (Pay to)	<b>ITD Vietnam</b>
Account Number	<b>030-70000-03131</b>
SWIFT Code	<b>VIDPVNV5</b>
Name of Bank	<b>VID Public Bank, Ho Chi Minh City Branch</b>
Bank's Address	<b>88, Nguyen Du Street, District 1, Ho Chi Minh City, Vietnam</b>

### PARTICIPANT INFORMATION

Title and Name: Prof / Dr / Mr / Mrs / Ms

.....

E-mail ..... Mobile .....

Phone ..... Fax .....

Organization ..... Position .....

Address .....

.....

Date ..... Signature .....

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Replacements and representatives are allowed, however the fees paid are not refundable.

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