

UNDERSTANDING PEOPLE

STEP
1



UNDERSTANDING PERSONALITY

Describe how your self-esteem affects your personality.

What is the main focus of developing a personality?

Look at the diagram on slide 6. Which features do you have, if any from each profile type?

STEP
2



RECOGNISING THE TYPES

For each of the 3 people you chose to work through these exercises fill in the table.

	Type	How Did You Recognise Their Type?	Do They Fit The Profile?
1			
2			
3			

UNDERSTANDING PEOPLE

STEP
3



READING PEOPLE AT A GLANCE

How does being able to read people at a glance help you day-to-day?

Looking at the chart on slide 48 describe in the space below, how you would go about reading a person at a glance?

STEP
4



STRENGTH & WEAKNESSES

Using the chart on slide 51 write down your strengths and weaknesses.

STRENGTHS	WEAKNESSES

Using the list as a guide what do you feel you need to work on?

UNDERSTANDING PEOPLE

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5



UNDER PRESSURE

For each of the types summarise in one sentence how you would recognise a person is under pressure:

NORTH	
EAST	
SOUTH	
WEST	

STEP
6

←|→ WANTS VS NEEDS

Explain in your own words the relationship described in the lesson about wants and needs?

Summarise in one sentence the most important thing that each type needs:

NORTH	
EAST	
SOUTH	
WEST	

UNDERSTANDING PEOPLE

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6
CONT.

Look at your own personality profile type and list your wants as shown in the lesson:

Look at your own personality profile type and list your needs as shown in the lesson:

What specific changes do you need to make?

STEP
6
CONT.

Bring to mind a person in your family and describe the difference in what they display they want and what they need according to profile type.

STEP
7



SPEAKING THEIR LANGUAGE

What is the benefit of using the personality profile in communication?

UNDERSTANDING PEOPLE

STEP
7
CONT.

Being aware of your personality profile, what is your normal communication style?

Which personality profile types do you have most difficulty communicating with? Why?

STEP
7
CONT.

What changes do you need to make in the way you communicate so that you can 'speak their language'?

Summarise in one sentence the most important thing when communicating with each of the types:

NORTH	
EAST	
SOUTH	
WEST	

UNDERSTANDING PEOPLE

STEP
7
CONT.

Bring to mind a person you know that you would normally find difficult to speak their language and practice the changes you identified?
Describe your result:

STEP
8



THE HIDDEN DRIVERS

Look at your own personality profile, what are your hidden drivers:

STEP
8
CONT.

Summarise in one sentence the hidden driver for each type:

NORTH	
EAST	
SOUTH	
WEST	

STEP
9



MOVING FORWARD

Look at your own personality profile, what do you most need to do moving forward?