



Personality  
**DIMENSIONS®**

## Corporate Phrases for a Positive Impact

- Human Capital
- Collective Intelligence
- Instructional Design
- Facilitator - Individual • Team • Organizations • Communities
- Learning Solutions
- Coaching – Personal • Executive
- Corporate Training
- Leadership Competencies
- Cultural Intelligence & Diversity
- Training & Communications
- Application Training
- Learning Management
- Talent Development
- Learning Design
- Leadership & Management Development
- Communications
- Build Trust
- Customer Service Excellence
- High Performing Work Teams
- Change Management
- Empowering Excellence
- Healthy Lifestyle
- Adult Education Staff Training & Development
- Sales Solutions
- Design & development of strategic planning programs
- Team collaboration
- Create clear vision/mission statements & strategies to ensure results

- Efficient and effective change management – collaborative (foster communication)
- Speak a common language – use in strategic planning, communications, sales, marketing, problem-solving, employee development and employee relations
- Framework with which to establish and communicate goals and expectations
- Motivate and inspire team members; boost effectiveness
- Constructive use of differences which create avenues for mutual understanding
- Breed trust; foster strong relationships and build loyalty (with employees and clients)
- Atmosphere of understanding and respect can break down inter-departmental silos and alleviate competitiveness – clears the way for a focus on the goals of the organization
- Deliberate ensuring diversity of teams can greatly increase the effectiveness of cross functioning teams organization will benefit from the synergy of the authentic collaboration
- Organization more interested in person as a whole, not just as an employee; person is more productive, satisfied, fulfilled and more likely to stay and contribute to the on-going success of the organization; employees are engaged
- Focus on the positive
- Energize
- Affirm
- Respect
- Reinforce the positive
- Lay the ground for understanding & mutual respect
- No one is ever energized by focusing on negative or poor behaviours; highlighting the values and strengths each person brings, and reinforcing that for everyone builds the grounds for an atmosphere of mutual understanding and respect; increasing communication; building strong relationships within the work environment and beyond B customers (customer service), sales
- Build more effective working relationships
- Research validated system that helps you understand yourself and others
- Saves time, energy and money; builds better employee communications which equals efficiencies on both a personal and corporate level
- Simple and memorable – differences are extremely valuable; harnessing the values will result in better workplace communication and a healthier organization
- ROI (Return on Investment):
  - Provides a common language; teams understand one another and work better
  - Improves employee and workplace communication
  - Helps you understand those who aren't like you --- and those who are a little too much like you
  - Reduces conflict; avoids misunderstanding
  - Increases efficiency of workplace in general
  - Increase efficiency of customer sales/relations; increase sales