

IEEE Young Professionals – Building Business Relationships Program

Building Business Relationships guides participants to gain valuable insights about themselves and others by discovering actionable ways to build more effective relationships with others. Through the use of a self-assessment, participants receive detailed information regarding their style and how best to work with other styles to create more effective and productive relationships. The intended result is improved communication, reduced conflict, increased engagement, improved organization effectiveness, team collaboration and enhanced leadership capability.

Building Business Relationships uses a blended learning approach including an Everything DiSC® Workplace assessment, instructor-led activities and video clips. You will have the opportunity to exchange ideas and experiences while developing ways to building relationships that are more effective.

Have you ever wondered why some people just don't understand you? Or wished you could handle situations and relationships better with colleagues, peers, or managers?

Participate in this highly interactive workshop, and you will learn:

- ☐ How to create more effective and productive working relationships using the Everything DiSC® assessment, a non-judgmental tool used for discussion of people's behavioral differences
- ☐ Why it is important to communicate better with colleagues/managers/customers/volunteers
- ☐ Understand how to match your style to theirs

The Building Business Relationships program does the following:

- ☐ Provides a common language to help you understand others and work better together
- ☐ Improves employee and workplace communication
- ☐ Helps you to understand people who are not like you – or are too much like you
- ☐ Reduces conflict and avoids misunderstandings

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IN-Person Program

Activity	Date	Additional Information
Everything DiSC® Assessment	TBD	Participants receive online DiSC Assessment
Everything DiSC® Assessment	TBD	Participants complete online DiSC Assessment
Activity	Date	Time
1. Discovering Your DiSC Style	TBD	TBD
2. Understanding Other Styles	TBD	TBD
3. Building More Effective Relationships	TBD	TBD

Program Sponsor and Instructor:

IEEE

Instructor: Lynda Grober, Director, IEEE HR Learning and Development.

Lynda Grober holds a B.S., Computer Science from Saint Peter's University. Lynda's certifications include, Everything DiSC, Hogan Leadership Coach, InsideOut Coaching, DDI Leadership, Talent Smart Emotional Intelligence, Langevin Certified Director and Certified Instructional Designer & Developer

Who should attend?

This program is designed for everyone.

REQUIRED PRE-WORK:

In order to participate in the program, enrollees are required to complete program pre-work by TBD

- * Registration is limited to 25-30 registrants.
- * Registration includes an Everything DiSC® assessment.