



GLOBAL BUSINESS COACHING



Communicating With Aliens

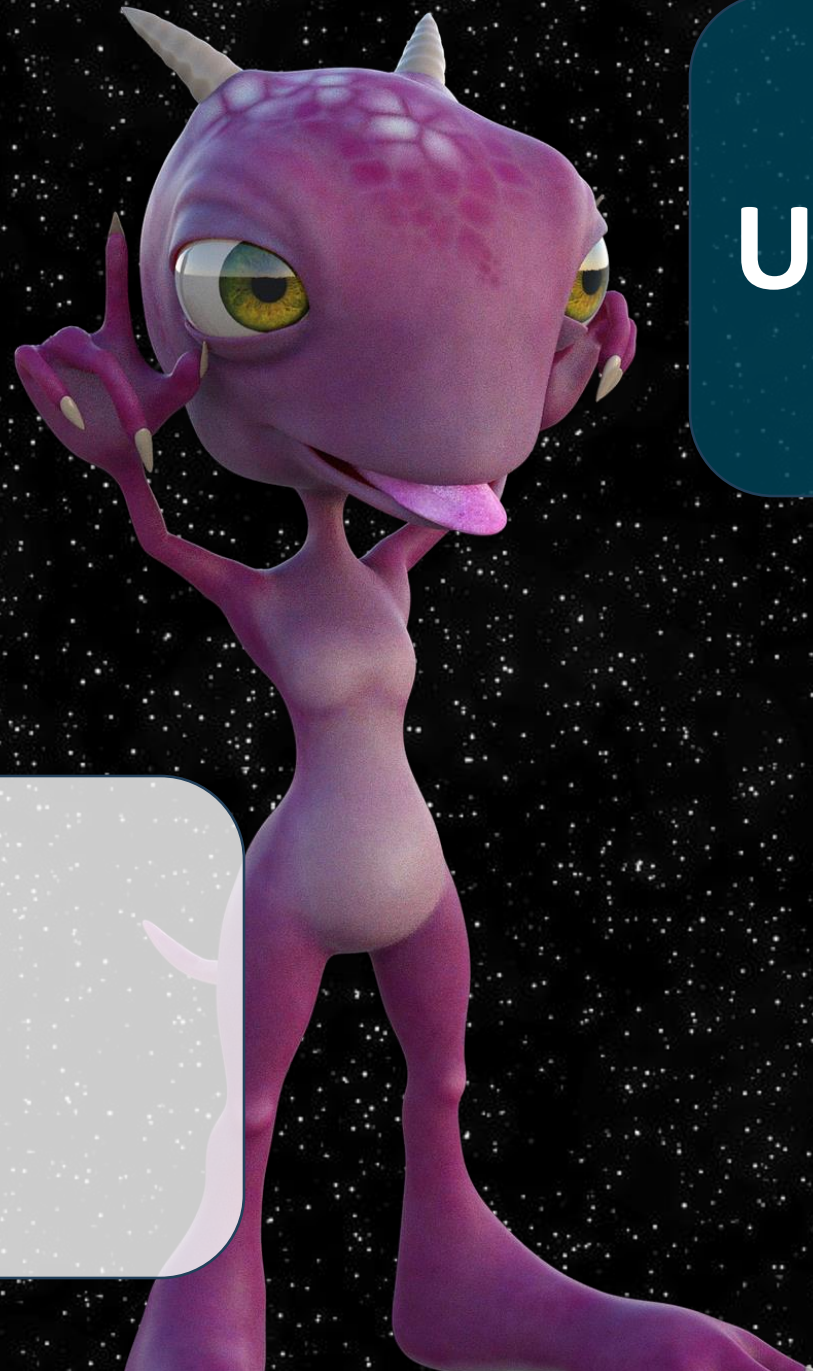


- **Manage**
- **Sell**
- **Work**

AGENDA

- **Why**
- **Model**
- **You**
- **Others**





Understanding

Aliens

A large jazz ensemble is performing on a stage. The conductor, wearing a dark suit, stands on a small white platform in the center, facing the band. The band members are seated in rows, playing various instruments including saxophones, trumpets, trombones, and guitars. The stage is lit with purple and blue lights. In the background, there are drum sets and other musical equipment. The overall atmosphere is professional and dynamic.

Harmony

Noise

A photograph of two soldiers in a hallway. The soldier on the left is wearing a helmet and a tactical vest, looking towards a doorway. The soldier on the right is holding a rifle and a power drill. The hallway has a brick wall and a doorway with a yellow frame. There are text overlays on the image.

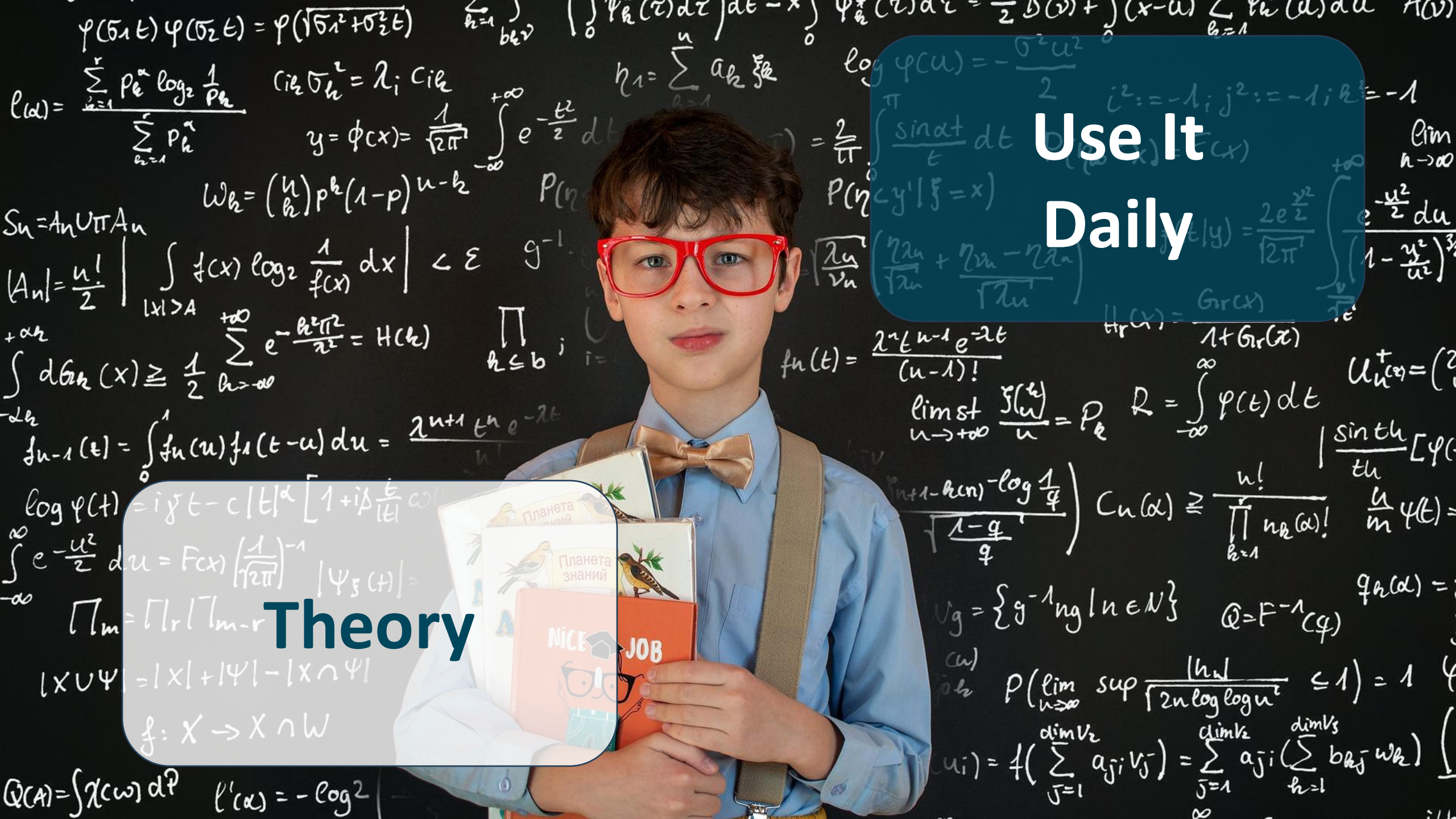
Co-operation

**Constant
Battle**



Save Time

To Busy



Use It
Daily

Theory

$\varphi(\sigma_1 t) \varphi(\sigma_2 t) = \varphi(\sqrt{\sigma_1^2 + \sigma_2^2} t)$

$l(\omega) = \frac{\sum_{k=1}^r p_k^x \log_2 \frac{1}{p_k}}{\sum_{k=1}^r p_k^x}$

$(i k \sigma_k^2 = \lambda_i \text{ Cilk}$

$y = \phi(x) = \frac{1}{\sqrt{2\pi}} \int_{-\infty}^{+\infty} e^{-\frac{t^2}{2}} dt$

$\eta_1 = \sum_{k=1}^n a_k \xi_k$

$\log \varphi(u) = -\frac{\sigma^2 u^2}{2}$

$i^2 = -1; j^2 = -1; k^2 = -1$

$\lim_{n \rightarrow \infty} \dots$

$S_n = A_n U \pi A_n$

$W_k = \binom{n}{k} p^k (1-p)^{n-k}$

$P(\eta < y | \xi = x)$

$\int_{|x| > A} |f(x) \log_2 \frac{1}{f(x)}| dx < \epsilon$

g^{-1}

$\int_{-\infty}^{+\infty} dG_k(x) \geq \frac{1}{2} \sum_{k \rightarrow \infty} e^{-\frac{k^2 \pi^2}{2}} = H(k)$

$\prod_{k \leq b} \dots$

$f_{n-1}(t) = \int_0^1 f_n(u) f_1(t-u) du = \frac{\lambda^{n+1} t^n e^{-\lambda t}}{n!}$

$\lim_{u \rightarrow +\infty} \frac{\zeta(u)}{u} = p_k$

$R = \int_{-\infty}^{+\infty} \varphi(t) dt$

$U_n^{(c)} = (2 \dots$

$\log \varphi(t) = i \gamma t - c |t|^\alpha [1 + i \beta \frac{t}{|t|}]$

$\int_{-\infty}^{+\infty} e^{-\frac{u^2}{2}} du = F(x) (\frac{1}{\sqrt{2\pi}})^{-1}$

$|\Psi_\xi(t)| = \dots$

$\prod_{m=1}^n \dots$

$|X \cup Y| = |X| + |Y| - |X \cap Y|$

$f: X \rightarrow X \cap W$

$Q(A) = \int \chi(\omega) dP$

$l'(x) = -\log 2$

$f_{n+1-k}(n) = \frac{n!}{\sqrt{1-q}^q}$

$C_n(\alpha) \geq \frac{n!}{\prod_{k=1}^n n_k(\alpha)!}$

$\frac{u}{m} \varphi(t) = \dots$

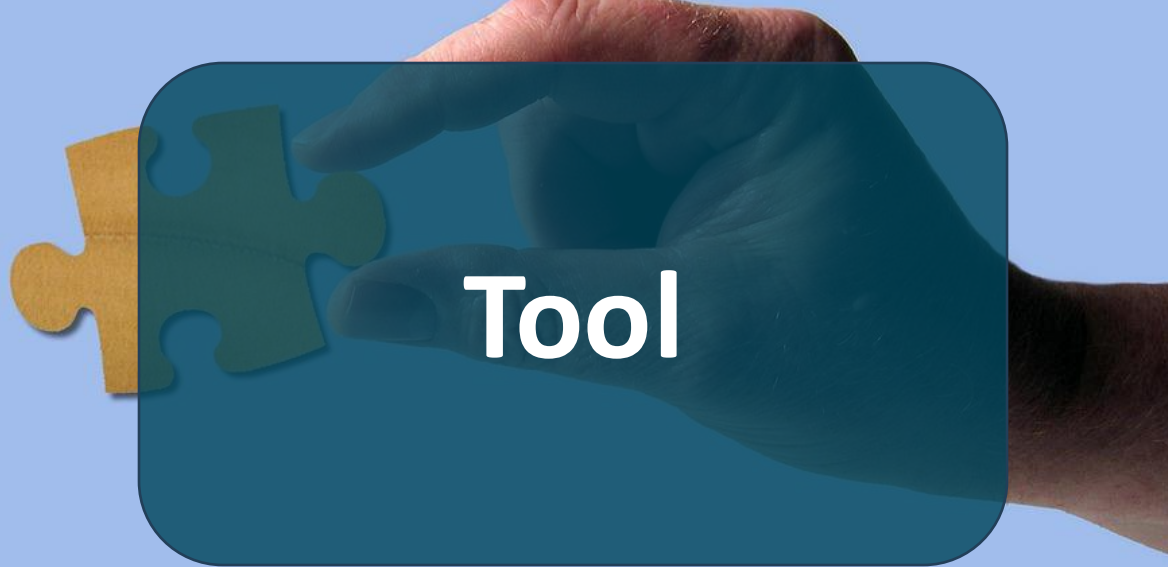
$\mathcal{N}_g = \{g^{-1} n_g | n \in \mathbb{N}\}$

$Q = F^{-1}(\varphi)$

$q_k(\alpha) = \dots$

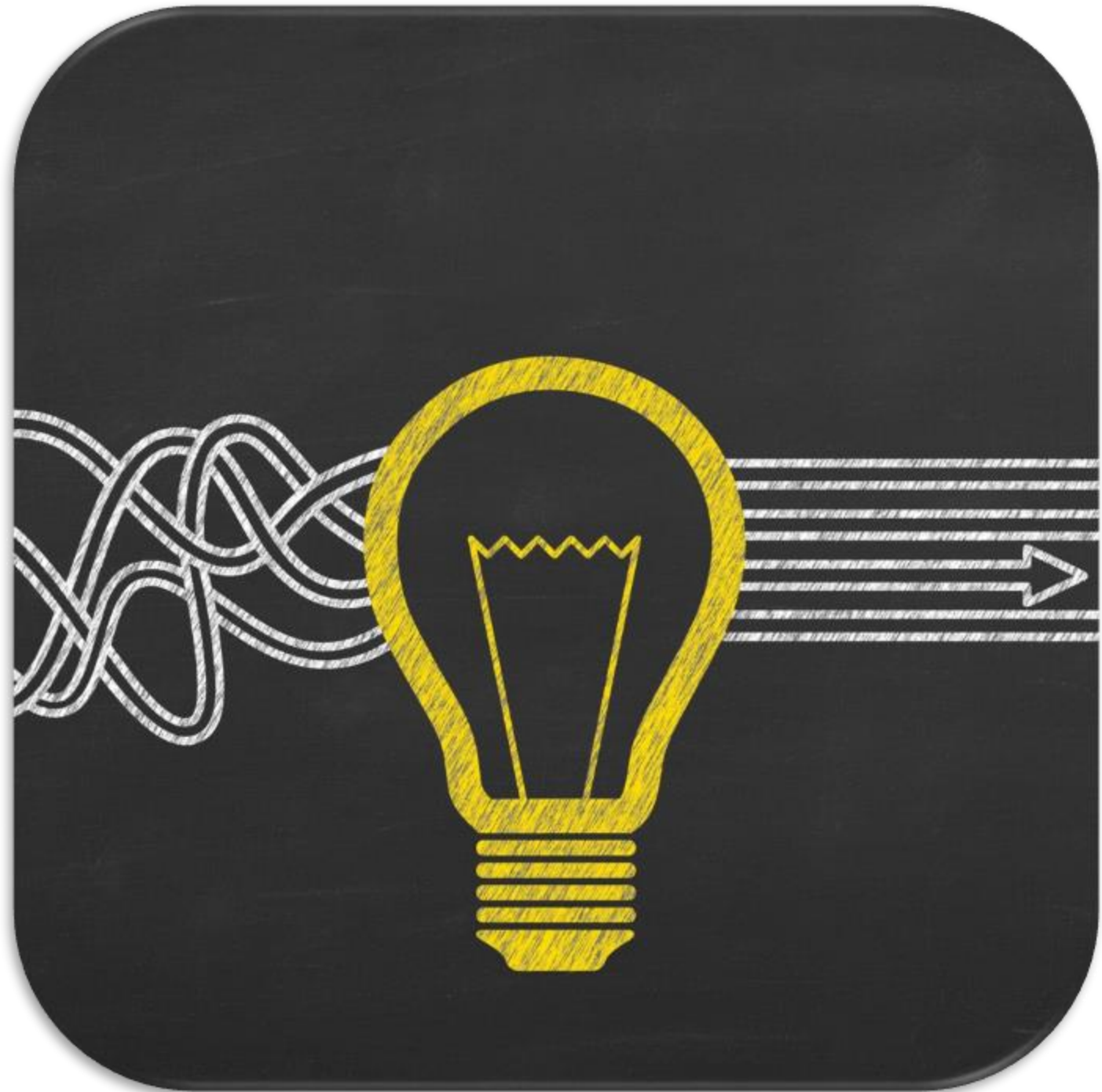
$P(\limsup_{n \rightarrow \infty} \frac{|h_n|}{\sqrt{2n \log \log n}} \leq 1) = 1$

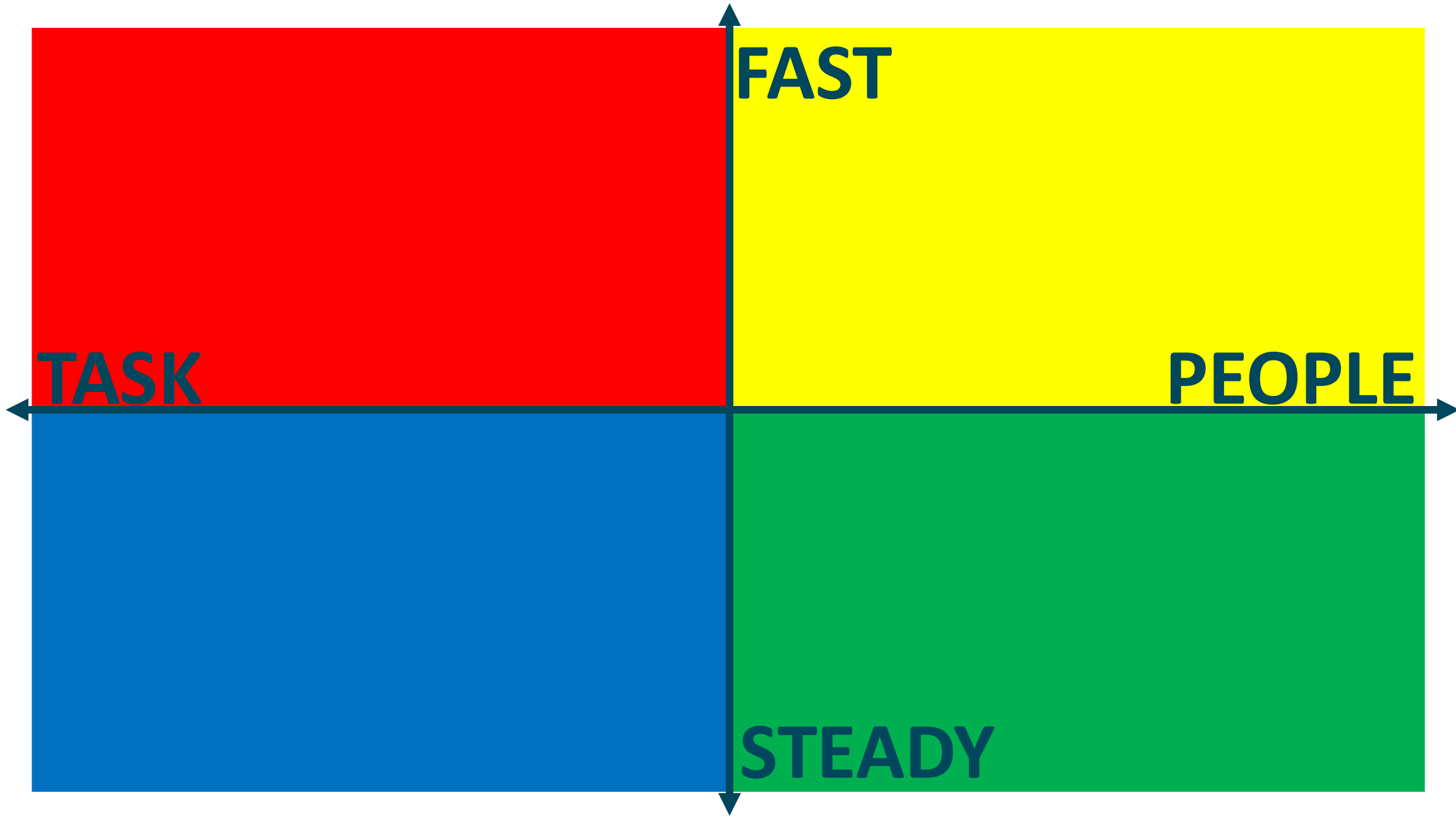
$u_i = f(\sum_{j=1}^{\dim V_2} a_{ji} v_j^-) = \sum_{j=1}^{\dim V_2} a_{ji} (\sum_{k=1}^{\dim V_1} b_{kj} w_k)$



Manipulation

INTRODUCTION TO D.I.S.C MODEL





**WE ARE NOT ALL
THE SAME**



**TREAT OTHERS AS
YOU WANT TO BE
TREATED**

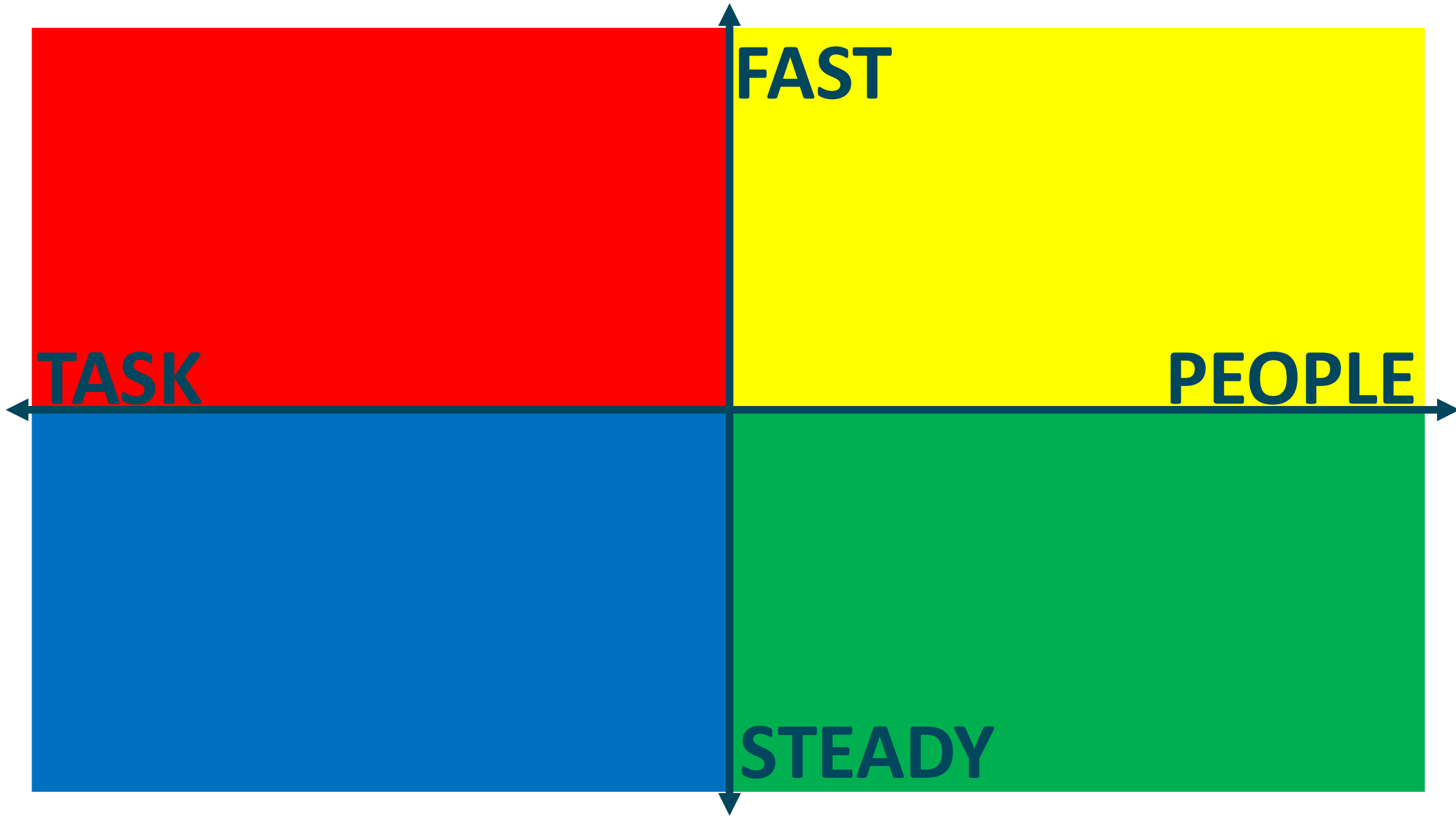


**TREAT OTHERS AS
THEY WANT TO BE
TREATED**



USING IT WITH OTHERS





MANAGING OTHERS



SELLING TO OTHERS



WORKING WITH OTHERS



PLAYING CARDS





Alan Short

DISC Profile

- Dominant 12%
- Influencing 2%
- **Steady 87%**
- **Conscientious 83%**

Alan is Supportive and Analytical

Show Appreciation to Alan by:

1. Spending quality time with Alan focused on working on a problem together free of interruptions
2. Words of affirmation that Alan's work is appreciated

When Communicating with Alan, DO:

- Assure Alan that there won't be any unexpected surprises.
- Be candid, open, and patient.
- Alan will follow through, so you should be certain to follow through on your part.
- Give Alan time to verify the issues and potential outcomes.
- Approach issues in a logical, straightforward, and factual way.
- Be sensitive to possible areas of disagreement as Alan may not be verbal about them.
- Ask 'how' oriented questions to draw out Alan's opinions.

When Communicating with Alan, DON'T:

- Be vague about what's expected of the group.
- Be rude, abrupt, or too fast-paced in your delivery.
- Leave things up in the air, or decide by chance.
- Fail to follow through. If you say you're going to do something, do it.
- Leave an idea or plan without backup support.
- Offer assurances and guarantees that you can't fulfil.
- Offer promises that you can't keep.

GET HELP



DISC ASSESSMENT



BOOK A CALL



QUESTIONS



