

# Coaching



# DIFFERENT

# Styles

# @ Work

## LEADERSHIP EFFECTIVENESS

*One Style With Everyone Ineffective* ..... 1

## HOW WE ARE 'SMART'

*Balancing 'Hard Skills' with 'Soft Skills'* ..... 1

## MULTIPLE INTELLIGENT LEADERS

*Adapt Their Thinking With People & Situations* ..... 1

## PERSONALITY EVOLUTION

*Began 5000 Years Ago* ..... 2

## MITS® Personality Styles Model

*4 Primary Personality Styles* ..... 3

## 'WHOLE BRAIN' INTELLIGENCE

*Successful Leaders Balance Their Four Intelligences* ..... 3

## QUICKLY ASSESS OTHERS STYLE

*Using Body Language, Words, Tone, Style* ..... 3

## COACHING & MANAGING DIFFERENT STYLES @ WORK

*Insights Into Understanding & Effectively Managing Each Style* ..... 5

## APPENDIX A: ASSESSMENT

- *Your Style@ Work*

## APPENDIX B: ASSESSMENT

- *Team Style @ Work*