

PERSONAL NEEDS WORKSHOP

Course Code: 8863

Communicating effectively is one of the least understood and most important skills people can have. One of the reasons we find communication difficult is because we don't know enough about the people with whom we are communicating. How can we effectively communicate our message unless we know something about our audience?

Everyone has a set of Personal Needs that must be satisfied if they are to perform to their optimum. Understanding your own Personal Needs, and the needs of others, is a cornerstone of effective communication. We all possess six Personal Needs. There are situations and times in our life when certain needs take priority over others. We call these "high priority Personal Needs". Those that are not high priority can be categorized as secondary needs and further identified as "medium priority" or "low priority". You may have one or more needs in any of these categories at any one time.

The Personal Needs Workshop helps people understand their own Personal Needs and know how to identify others' Personal Needs and apply that knowledge to communicate more effectively.

The Personal Needs Workshop is a highly interactive session that includes individual, partner, and team exercises. There's even a card game that challenges individuals to talk about what they have learned in the workshop. Prior to the workshop, participants complete an online assessment that profiles their Personal Needs.

Benefits for the Individual

- Improved awareness of Personal Needs - your own
- Improved awareness of Personal Needs - others'
- Identification of practical strategies and tactics to ensure Personal Needs are met - own and others'

Benefits for the Organization

- Improved communication throughout the organization
- Better relationships resulting from a more considerate approach to communication

- More engaged workforce as individuals better connect with their colleagues and leaders

Who Needs to Attend

Anyone who works with others - individuals or teams

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