



Priority Learning  
*inspiring tomorrow's performance...*

## Direct Managers Series

### Why:

Direct Managers are the heart and soul of any organization. Because they direct, redirect, coach, instruct, and guide their employees to be motivated, productive, and successful, managers need leadership tools and comprehensive applications to be their best.

### Tools:

- ◇ The Fundamental Interpersonal Relations Orientation™ (FIRO®)
  - ◇ The Myers-Briggs Type Indicator Step II Version (MBTI)
    - ◇ Managing v. Leading
    - ◇ Communication Models
      - ◇ Expectation Model
      - ◇ Change Models
      - ◇ Conflict Resolution
    - ◇ Third-Party Facilitation
  - ◇ Team Diagnostics and Assessments
    - ◇ Appreciative Models
    - ◇ Coaching Model
    - ◇ Performance Model
    - ◇ Business Case Outlines
    - ◇ Smart Goal Outlines
  - ◇ Integration of Strategies

### Applications:

The above tools have hands-on application. Each tool has its own exercise/s, are discussed thoroughly, and we encourage all participants to plan how they will apply the tools immediately with their own employees between sessions as well as setting immediate goals and execution.

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