Human Behavioral Solutions for Transforming Business Performance

Business DNA Advisor Part 1 Training Agenda
Part 1: Discovering Behavior for Business Transformation

Objectives:

1. Utilize the DNA Sustainable Performance Index to measure human performance
2. Utilize the Communication DNA Profile to increase the emotional engagement of employees and clients for Business Relationship Performance
3. Interpret and use the Business DNA Natural Talents Profile to improve Personal, Employee and Leadership Performance
4. Build Team Performance through a greater understanding of personal and team member motivations
5. Enhance advisory, facilitation, and relationship management capabilities

Pre-Course Work:

1. Complete Your Business DNA Natural Talents Profile
2. Complete 5 Business DNA Profiles on either Clients, Team, Family

Reading:

1. Leading Talents, Leading Teams – Lee Ellis
2. Change Your Questions, Change Your Life – Marillee Adams
3. The Likeability Factor – Tim Sanders
4. The Five Dysfunctions of a Team – Patrick Lencioni
5. Crucial Conversations Tools – Patterson, Grenny, McMillan, Switzer

Resources

1. Business DNA Part 1 Training Workbook
2. Team Mate Unlocking Guide
3. Powerful Questions for Team Book

Day 1

8.30am	Introduction
9.00am	Being a Business DNA Advisor
10.00am	Break
10.10am	Understanding the Business DNA Discovery Process

11.10am	Break
11.20am	Understanding Business DNA Profiles for Personal Performance
12.30pm	Lunch (provided in office)
1.30pm	Understanding Business Profiles for Personal Performance
2.30pm	Break
2.40pm	Employee Performance Coaching + Case Studies
3.50pm	Break
4.00pm	Employee Performance Coaching + Case Studies
5.00pm	Close

Day 2

8.30am	DNA Business Relationship Performance
10.00am	Break
10.10am	DNA Team Performance – Building a Healthy Team
12.30pm	Lunch (provided in office)
1.30pm	Client/Team Profile Review
2.50pm	Break
3.00pm	Next Steps - Introducing Business DNA Behavioral Solutions
3.45pm	Questions/Wrap-up
4.00pm	Close