

# DYNAMICS OF INITIATIVE™

## Introduction

Benjamin Disraeli once said “As we think – so we become”. What makes one person more successful than another is in the effectiveness of their thinking, among other factors. How successful people think – differs in their field of success – and in their personality type.

The Lawyer, fighter pilot, financial analyst, entrepreneur or social worker each reflect different thinking style preferences – based on both personality as well as brain dominance – and therefore taking initiative differently.

This workshop focuses on how to be a more proactive, creative, achievement orientated and manage situations and resources more independently – not waiting until it is too late.

## Learning Objectives

*By the end of this program, participants will*

- Understand how personality, gender and culture influence thinking, emotional and learning styles.
- Recognize a range of different thinking styles and types related to the program
- Understand the nature of initiative and what it involves
- Know how to be more proactive, creative, resourceful and anticipate situations before they control us.
- Be able to manage our time and self and other resources more strategically
- Produce a personal development action plan for learning and strengthening new thinking skills.

## Who Should Attend

Anyone who seeks to improve and broaden their range, speed and skills in thinking. Specifically, leaders, managers, professionals, consultants, trainers, teachers or educators. Especially people who have to plan, solve problems, make decisions.

## Workshop Duration

This can be designed as a 1, 2 or more intensive 3 day workshop, subject to client's needs.

## Workshop Contents

- Influence of Personality, Gender and Culture on Thinking and Learning
- The basics of Initiatives and Self Appraisal
  - Initiatives Defined
  - Qualities and Processes
  - Assessing Your Motivation Type
  - Achievement Motivation
  - Risk Taking and Self Confidence
  - Gender and Motivation
  - Affiliation and Power Needs
  - The Chemistry of Hope and Despair
  - Affiliation and Power Needs
  - The Chemistry of Hope and Despair
  - Affiliation and Power Motives
- Being Proactive
  - Listening To Our Language
  - Circle of Concern – Proactive Focus
  - Circle of Concern – Reactive Focus
  - Principle Centred Focus and Execution
  - The Principle Centred Core of Organization
  - A Wholistic Person Model
- Managing Our Time
  - Time Management Matrix
  - Past, Present or Future Orientations
  - Imposed Time
  - Top Ten Time Wasters
  - Tips for Managing Time and Tasks
  - Whole Brained Time Management
- Summary of Key Points
  - Final Facets of Initiative

## Workshop Methodology

A key and unique feature of this workshop is that all participants will complete a personality traits survey form, resulting in a detailed personality profile. This will enable participant's to discover their own preferred cognitive and emotional styles, which in turn can strongly influence the dynamics of thinking and learning relating to this workshop.

Workshop design incorporates a variety of methods to both stimulate active learning and appeal to the mix of participants preferred learning styles. Building on participant personality profiles, a number of interactive exercises, games and group discussion help them to understand the different thinking skills needed. Where appropriate, selected multimedia, video or power point visuals augment a comprehensive manual of notes. The workbooks are professionally laid out, appealing to the learner and capturing key learning points and post

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