



The Four Types of Personality

(or, How to Get Along With People Who Aren't Like You)

We encounter people everyday no matter what our profession is. And have you ever wondered why you can get along with some people more than others? This course “The Four Types of Personality (or, How to Get Along with People Who Aren't Like You)” will help you to identify and understand the 4 primary types of behaviour under the DISA model. By identifying how we are similar and different, we can make intelligent choices when interacting with others to create stronger, more engaged relationships.

Course Outline

Lesson 1: Why Are We the Way We Are?

- What is Hereditary
- What is Environment
- What is Core Behaviour
- What is Moderated Behaviour

Lesson 2: Introduction to the DISA Model

- The 4 Types of Behavioural Styles
 - Dominant – Red
 - Inspiring - Yellow
 - Stable – Green
 - Analytical – Blue
- How to Identify Your and Another Person's Behavioural Style

Lesson 3: Communicating with Each Style

- Communicating with the Dominant Style
- Communicating with the Inspiring Style
- Communicating with the Stable Style
- Communicating with the Analytical Style

Lesson 4: How to Adapt to the Different Behavioural Styles

- Tension Among the Styles
- Modifying Directness/Indirectness
- Modifying Openness/Guardedness
- Modifying Pace and Priority

Lesson 5: Application Exercises and Discussions

- Tension Among the Styles Exercise
- Body Language Styles of the 4 Types

Training Methodology

The training will encompass audio-visual presentations, exercises, and case studies/discussions via an online or a face-to-face training platform

Who Should Attend

This program is suitable for all levels of the workforce

1-day Program | 9am – 5pm

For more information, kindly contact:-

Lai Siew Peng | siewpeng.lai@crowe.my | 016 211 6797

Carol Victor | carol.victor@crowe.my | 016 202 7470

**This course is eligible for HRDF*