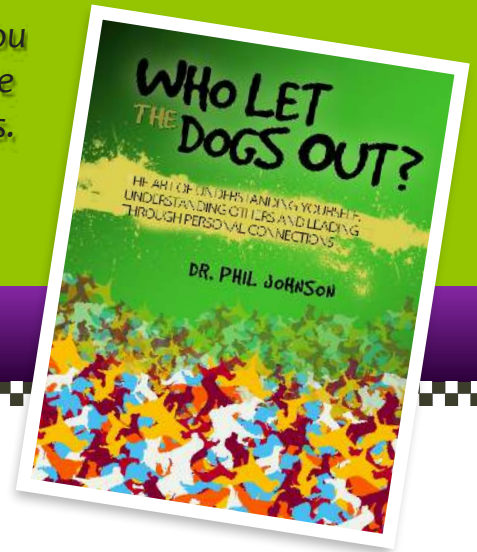


# “WHO LET THE DOGS OUT?”

## UNDERSTANDING YOURSELF AND OTHERS THROUGH PERSONALITY PROFILING!

The most successful leaders know how to “read” people. If you can understand others then you can motivate them, delegate to them, help resolve conflict and reinvent your relationships. Get ready to lead and live more effectively!



This course is all about people! Start understanding yourself and others better and watch your influence increase! From this course you will be able to:

- Identify your primary personality “breed.”
  - Identify the primary personality “breed” of others through observing everyday behavior.
  - Identify the “breed” of people who are a more difficult to “read.”
  - Recognize how to meet a person’s emotional needs.
  - Use your knowledge of personality profiling to resolve conflicts more effectively.
  - Use your knowledge of personality profiling to improve your leadership skills.
  - Improve your personality profiling accuracy through practice sessions. (Watching selected TV clips and group discussions.)
- **“Finding Myself in a Dog-Eat-Dog World”** Find out if you’re a Pit Bu II, Beagle, Golden Retriever or Dalmatian. We’re all different!
  - **“Dog Watching”** You can identify the breeds of others by watching how people shop, what they think is funny and even how they drive!
  - **“Breeds in Disguise”** Some “breeds” are harder to identify than others. This session will help you see through the disguises and figure out difficult breeds.
  - **“Expectations and Emotional Needs”** If you can understand and meet the emotional needs of others, you can “scratch them where they itch” and increase your influence and leadership.
  - **“Survival Guide: Real Dogs in the Real World”** Let’s take what we’ve learned and apply it to the real world. We’ll cover conflict resolution, world views and how to stay free in a complicated world.

### Conference Outline

### DR. PHIL JOHNSON

Dr. Phil Johnson is the president and founder of Global Next Research Group and Leadership Institute. He has conducted research and hosted conferences throughout the US, Europe and the Middle East. Through insight and humor, he changes the way people think about life, leadership and purpose.

