

# How and Why: Language of Behavior and Motivation Workshop

Viatech will conduct a 6 hour workshop designed to promote understanding of both behavioral styles and motivational factors.

## Learning Objectives include:

- A basic understanding of behavioral language and behavioral styles
- Understanding of different behavioral styles including the strengths of each style
- Enhanced communication through behavioral adaptation
- Effective team management and team interaction using behavioral styles
- A basic understanding of the six motivational factors that inspire our actions
- Why and how each motivational factor makes an important contribution to their team
- Using motivational factors to create an environment which provides incentive to all involved
- Tools and approaches to understand, predict, minimize, and resolve workplace conflict

## The benefit to the Client of this training is:

- A positive experience of each participant in learning about themselves and others
- Skills to enhance communication and understanding, and resolve conflict effectively
- A clear picture of the team's strengths, weaknesses, and needs
- An objective, valid, non-judgmental language to facilitate future discussions and conflict resolutions long after the workshop has ended

## Pre-work

Approximately 20 minutes of pre-work for assessment completion will be required of

each participant in advance of the workshop. All pre-work requires only basic computer literacy and internet access for completion.

Each participant will receive the pre-work instructions directly from Viatech, and results are sent directly to Viatech without intervention by any other individual. It will be necessary for the Client to provide a list of e-mail addresses of workshop participants in advance so that participants will have adequate time to complete the pre-work. Completion of the pre-work assessments will result in an assessment charge, even if the individual does not attend the workshop.

## Workshop

The workshop will be delivered by a Viatech-certified instructor. The workshop will last 6 hours.

## Each participant in the program will receive

- A highly detailed personal behavioral style and motivation factor report which highlights individual communication style preferences motivational factors and lots more. (provided by Viatech on the day of the session)
- Notes, handouts, and materials appropriate to the workshop content (printed and brought to the session by the Client; provided to the Client by Viatech 1.5-2 weeks before the day of the workshop to allow for sufficient print time)

## The workshop facility will include the following equipment:

- PC-ready data projector, such as an "In-Focus" or similar (provided by the Client)
- Laptop computer for slide presentation (provided by Viatech)
- Flip charts and markers (provided by the Client)

