

Power Your Profile

Enhance your influence by adapting to different profiles.

Do you sometimes struggle to get your message across to certain types of people and profiles? Do you feel unheard in group discussions or find it difficult to connect with people who communicate very differently? Treat yourself to this training and learn how to flex your communication style to engage, influence, and collaborate effectively with diverse types and profiles.



Learn to communicate better with different personalities and become more flexible in your behaviour, helping you achieve your goals while preserving relationships.

Why follow this training?

In this training, you gain insight into your own communication style and its impact on others using typologies like the DiSC/Insights Discovery framework. You learn practical strategies to adjust your approach, build stronger relationships, and increase your influence in any situation. Through elements of The Influence Model®, interactive exercises, and hands-on practice, you develop the confidence and flexibility to communicate with impact while staying true to yourself.

What you will learn

- Adapt your communication to different profiles by recognizing key traits in other's behaviour.
- Increase self-awareness by identifying your own communication style and its impact on others.
- Balance influence and relationships to achieve goals while fostering strong connections.

What are the results?

- Refine your message delivery by tailoring your communication to match the needs and preferences of different profiles from DiSC/ Insights Discovery and the like typologies.
- Adjust your approach in real-time by recognizing behavioural cues, handling resistance, and building trust with different profiles.
- Develop practical strategies to strengthen relationships and influence effectively while staying authentic to your own style.
- Gain insight into the communicative preferences of different profiles to adapt your approach effectively.

Who should follow this training?

Tailor your communication for maximum impact.

You want to enhance your communication style, adapt it to others' needs, and collaborate more effectively to achieve better results while maintaining respectful relationships.

During the Power Your Profile programme, you learn how to collaborate effectively with others, whether they share a similar profile or have a different one. You also get the most out of your own profile from DiSC/Insights Discovery and the like typologies by gaining a deeper understanding of your strengths and areas for improvement in your communication patterns. After completing the training, you know exactly how to respond to a dominant colleague, persuade a data-driven colleague, engage with an impatient leader, or cooperate with a quieter colleague - all while adjusting your style to build stronger, more effective relationships.

Please note: to get the most out of this training, participants are required to bring their previously completed DiSC, Insights Discovery or any other profile to the session.

Programme details in short

1 day course

The day begins with a brief exercise to assess your natural communication style and how it influences your interaction with others. You then dive even more into your own profile and its impact on communication. Using The Influence Model®, you learn key skills to adapt your style, improve collaboration, and enhance your influence. Through practical cases and targeted exercises, you refine your ability to adjust your communication to effectively engage with various profiles. Personalised feedback helps you tailor your approach to different situations and people.

By the end of the session, you have a clearer understanding of your communication style, strategies to engage with different profiles, and increased confidence to handle challenging situations. You also expand your professional network through valuable connections.

Enrolment and information

Reach out to us for more information about the Power Your Profile programme via:

 +31 (0) 33 434 58 00

 customerservice@influencecompany.com

Practical information

Duration:

- 1 day (8 hours) training time from 9:00 am to 5:00 pm

Training set up:

- 1 trainer per 9 participants
- 1 hour of online preparation time

Prices:

- Course fee 1 day training: DKK 7.500,-
- Excl. VAT, venue, arrangement
- For other options please contact us via [+31 33 434 5800](tel:+31334345800) or customerservice@influencecompany.com

**We are
The
Influence
Company**

An unconventional training agency that has been doing things a bit differently since 1962. With us, you can't just sit back and relax. We get you moving, help you break patterns, gain insights, and encourage you to experience. To learn. So mainly: to take action. That's what makes us popular. We have already trained over 150,000 professionals.