

UNDERSTANDING SELF AND OTHERS
A Process of Knowing Ourselves and Other People
for Improved Interaction and Communication

This comprehensive, eight hour interactive learning opportunity is designed to understand ourselves and others through a deeper look at three views of a person through our TriMetrix Assessment System. During this hands-on, powerful program you will come to learn about your behavioral style, your motivators and personal soft skills, as well as a methodology for determining others' styles and motivators to enhance understanding, appreciation and greatly enhanced communications.

Based on a unique, 37 factor analysis, we will explore the how, why and what of individual style.

- **Behaviors: The How** – Knowledge is the biggest modifier of behavior. With this knowledge an individual can learn to understand, appreciate and adapt their style for effective communication and interaction.
- **Motivators: The Why** – As a window through which we view the world, motivators are the drivers of our behaviors, or what moves us to action. Motivators are measured in six areas: theoretical, utilitarian, aesthetic, social, individualistic and traditional. With this knowledge we can determine what motivates and satisfies us in terms of the connection to a particular job or type of work. It also helps leaders understand how to bring out the very best in others' performance.
- **Personal Skills Attributes: The What** – This part of the TriMetrix System identifies specific soft skills capacities and to what extent a person can perform. Even more significant, it takes a snapshot in time about how an individual views the world around them, as well as how they view themselves. This insightful information is very useful in hiring, promoting, developing and managing others.

HPISolutions' certified partners evaluate every TriMetrix Assessment we produce and provide additional, valuable input via a TriMetrix Evaluation Report and a one-on-one debrief with each participant in the process.

Contact us today to learn more about *Understanding Self and Others, The TriMetrix Assessment System, and our patented Job Benchmarking Process*, which assures an objective matching capability to incumbents or candidates for a specific position.

For more information contact us at:

623-584-3200 or info@HPISolutions.com