

Presentation Outline:

Understanding What Makes People Tick

By Chris Wright

From the ancient past comes a new, simple system of insight and wisdom known as the Enneagram.

The Enneagram System has been said to be "The most profound understanding you can gain of yourself and people around you."

The U.S. State Department uses the Enneagram because of its precision to analyze foreign leaders. Corporations are using it in employee and management trainings for increasing teamwork and productivity. Stanford University teaches it in the graduate business school curriculum. Couples and families find it incredibly useful for resolving conflicts and relating to each other's needs and feelings. Even the Vatican uses the Enneagram for trainings.

It has recently emerged into the west like gangbusters. The reason for its success is that its focus reveals the underlying attitudes, core needs, values, defense mechanisms, and motivational needs of people. This will help you in identify what your prospects, donors, supervisors and staff want from you. It shows "why" they do things a particular way, why they feel or respond way they do.

In this 2 part seminar you will:

- * Be given the keys to being more effective with your prospects, donors, staff, and supervisor by discovering the power of the simple Enneagram System.
- * Learn to identify the needs, strengths and blinders of those with whom you work.
- * Open the doors to understanding what motivates, empowers and inspires them.
- * Discover tools to build on your people skills to get the results you seek.

Attendees of this presentation will be given charts and information to make them an expert in using the Enneagram System.