



Personality Style and Profiling Skills

Great employers understand that choosing the best possible candidates for key positions means the well-being of the entire company. The importance of this particular point cannot be understated: employees that end up underperforming can affect the desired profit margins of a company and even the cohesion of teams can come down to the right mix of personalities and strengths or weaknesses.

The goal of our course is very much the same; we aim to help participants learn how to assess the quality of their candidates or understand team members through this personality and profiling training session. This session can be tailored for sales teams also to help them profile personalities with easy to learn techniques. Each of these abilities will accordingly translate to more effective methods of choosing applicants or recognise styles which will provide long-term benefit for the company.

Course Overview

You will spend the first part of the day getting to know participants and discussing what will take place during the workshop. Students will also have an opportunity to identify their personal learning objectives.

Interactive Personality Types/ DISC

In this session, participants will learn how to recognise the 4 quadrant type of personalities with specific communication techniques.

Discussion on Myer- Briggs Personality Types

In this session, participants are going to learn how to identify some Myer Briggs personality styles.

Questioning Techniques

In this session, participants are going to learn how important questioning techniques for interviewers as it is a great way to draw out the best possible version of the candidates they intend to interview.

Proper communication techniques

In this session, participants will learn how to bring out the potentials of candidates with proper communication, assuring a more informed assessment of applicants.

Body language

In this session, the participants will learn about the importance of body language during interview as it is what allows employers to get a feel for the candidate they are hiring.

Goal-setting skills / Sales Responses

Next, participants will learn the proper goal-setting techniques or sales responses based on the personality types identified earlier.

Workshop Wrap-Up

At the end of the course, students will have an opportunity to ask questions and fill out an action plan.

Visit <https://paramountraining.com.au> for more information or call 1300 810 725