

# MAXIMIZE THE 3C'S

## COMMUNICATION, COLLABORATION, & CONNECTION

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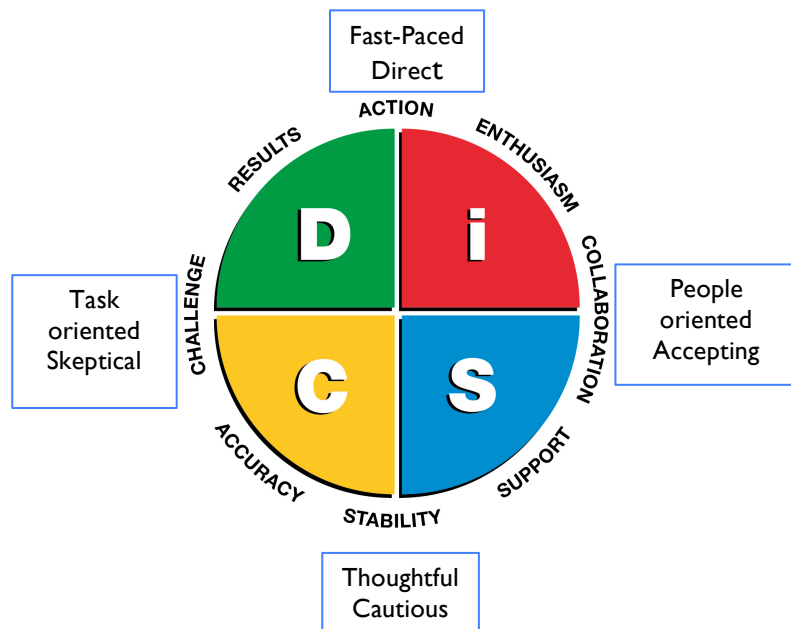
### Understanding Perspectives

1. Each of us interprets the world based on our own unique perspective. When we interact with people who have a different perspective than us, it can trigger our brain's "Threat" response. Notice when this happens and override your defensive reaction by saying "How Interesting!"
2. A major factor that influences our perspective is our personality (personal style). Different personalities have different preferences and priorities that affect communication and behavior.

### Adapting to Different Personalities

3. What is your style? What are your preferences/priorities?

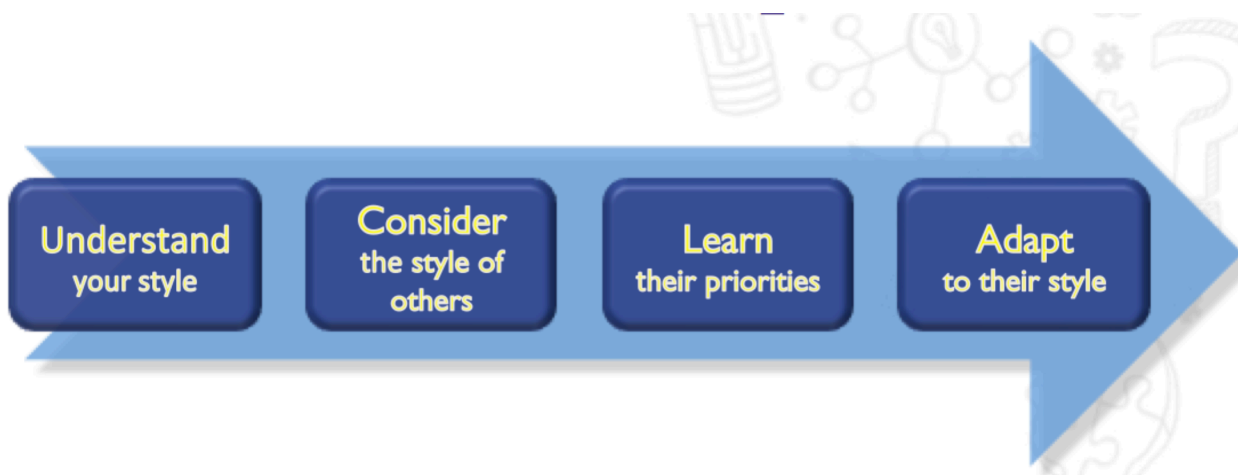
Dominance  
 Influence  
 Steadiness  
 Conscientiousness



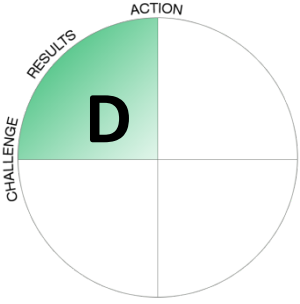
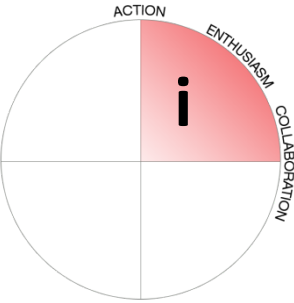
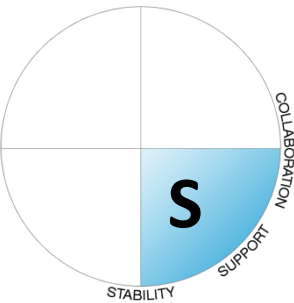
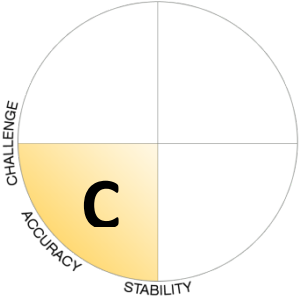
4. Consider the following questions as they relate to your style:

- What are your favorite preferences?
  
- What are your pet peeves?
  
- What may be difficult about working with you?

5. Remember to use the DiSC map to get the most benefit from personal styles.



6. Think about what it would be like to work with someone from each of the different personal styles. Which preferences would be difficult for you and which would work best for you?

	What's difficult for me:	What works for me:
		
		
		
		

7. Think of someone you'd like to connect with better
  - a. What is their style?
  
  - b. What are their preferences?
  
  - c. How could you adapt to their style?

### **Examples of Tina's Topics:**

- Positivity at Work – The Benefits and How to Get More
- Building the 3-C's, Connection, Communication, and Collaboration - For better teams and better customer relationships
- Navigating Sales Using Our Brains – Using science to reduce stress and increase results
- Decoding People's Perspectives – Understanding and appreciating our differences

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