

## Understanding behaviours in business

Think of all the individuals that you've ever met or worked with.

Remember those that you instantly clicked with and those that you didn't! It all comes down to your level of rapport, that magic ingredient that we are always hearing about.

Rapport is the quality of a relationship that results in mutual respect and responsiveness.

If you have a deep level of rapport with someone, you understand and respect how the other person sees the world, you are in essence, stepping onto their planet and speaking their language.

Many examples of interpersonal conflict are the result of a lack of rapport.

Having an ability to understand another persons

behaviour and being flexible with your own preferred style, enables you to increase the effectiveness of your communication, resulting in improved relationships with colleagues and customers.

PRISM is a powerful new profiling tool that is based upon the latest neuroscience advances and reveals what really makes people tick and how they relate to others.

Seriously Equipped is one of the first development organisations in the UK to offer this tool and has a team of fully qualified facilitators.

PRISM profiling is a remarkably flexible tool that can be used in a wide range of business applications:

- Effective recruitment.
- Customer relations.
- Increased sales.
- Clear communication.
- Reduced staff conflict.

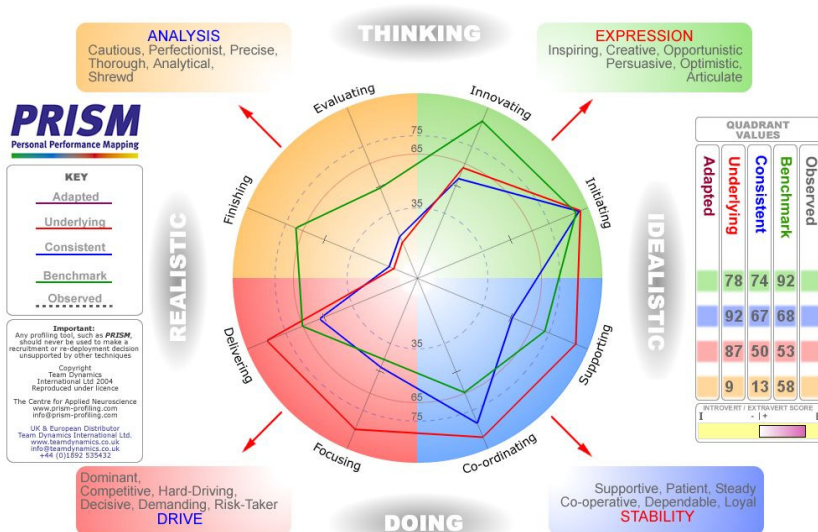
- Effective team working.
- Focussed appraisals.

PRISM is about self understanding, as well as understanding other people, so it has key uses in personal and career development, in coaching and mentoring and in interpersonal skills.

As well as enabling individuals to develop their behavioural awareness, PRISM can also be used as a benchmarking tool. This allows you to create a profile of ideal behaviours for a job role, helping to make recruitment and on going staff development more successful.

A further benefit of PRISM is the fact that it can be completed online, so it is easily accessible and convenient to use.

Contact us to try PRISM for free.



Seriously Equipped  
 explore...discover...develop