

TTI SUCCESS INSIGHTS®

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On the Road

Learning & Certifications Updates & Best Practices

Presented by: Favor Larson

Agenda

Our focus

What are the new offerings

When to choose which option

What will you experience



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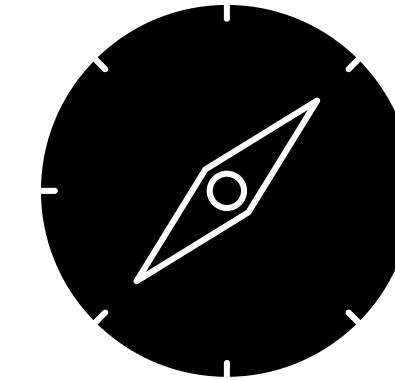
Our Team



Cassandra Nelson
Facilitator & Curriculum
Designer



Kelly Jenson-Radde
Learning Specialist

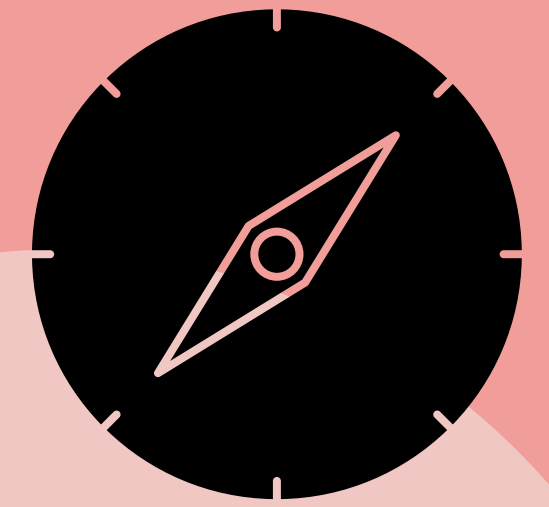
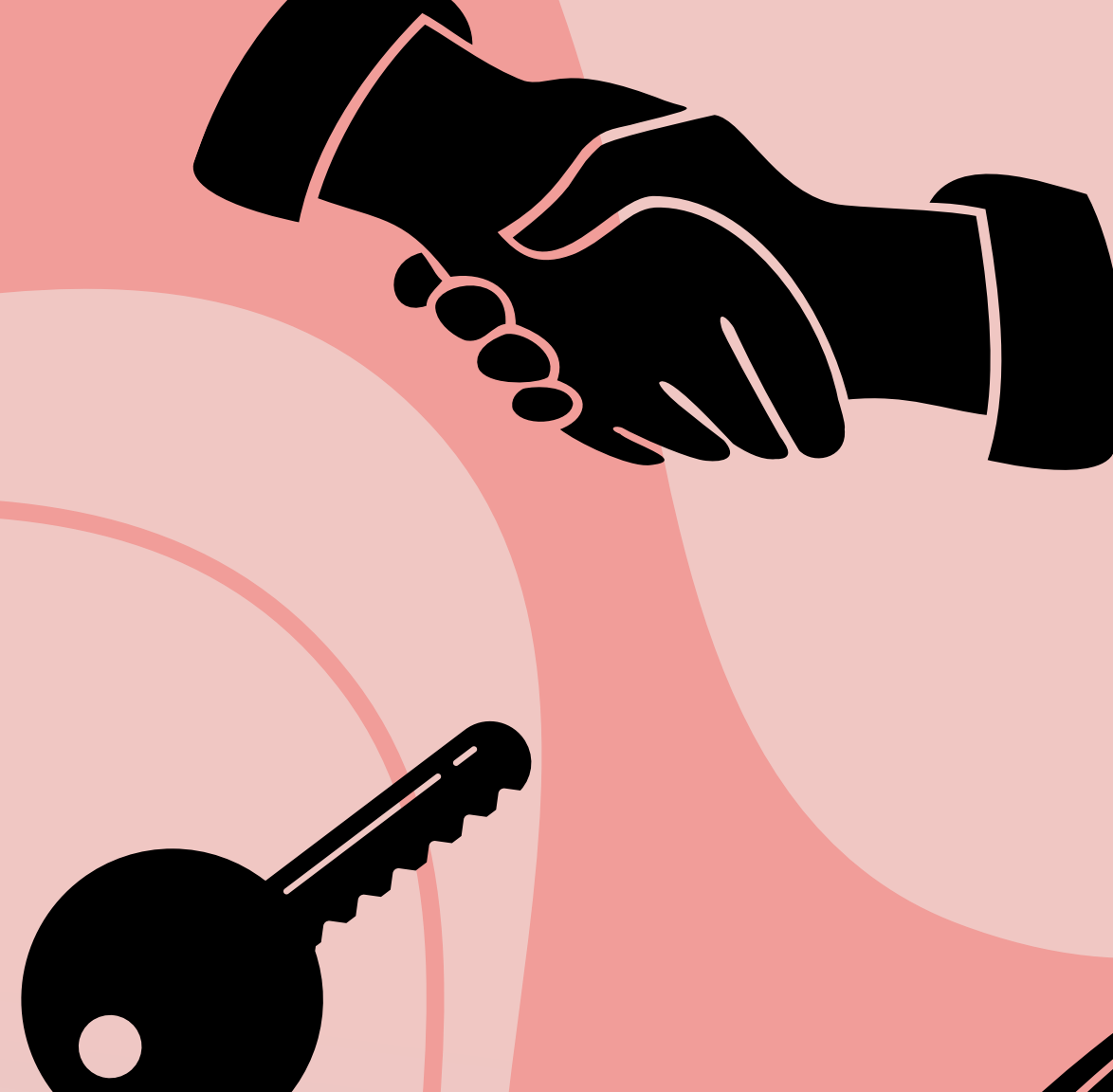
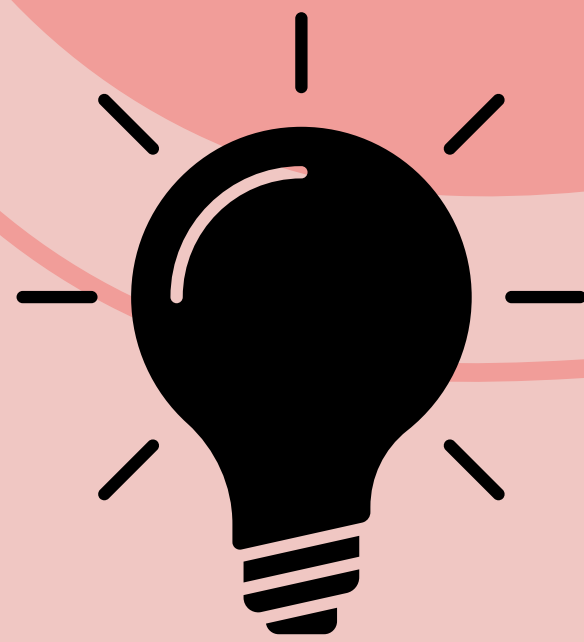


**Cross Functional
Teams:**
Facilitators
My Dot team

Global
Technology
Marketing & Creative
Services
Research & Product
Development



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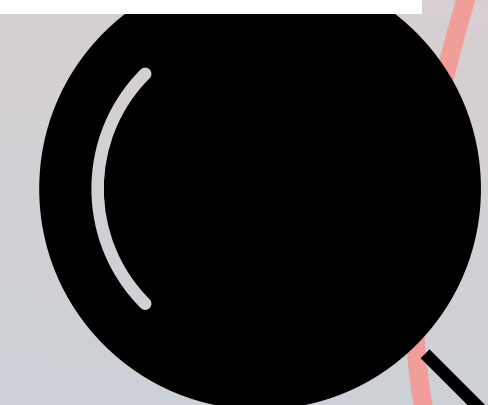
Strategic Pillar

Future of Work

We will guide and endorse our partners into the future business spheres of selection, coaching, facilitating, training, recruiting, instructional design, and organizational consulting by integrating our human and technological advances into best practices and relevant offers.



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Significantly Improve Training Offerings

We will significantly improve the training and applications for our current sciences of behaviors, motivators, acumen capacities, competencies, emotional intelligence, stress management, and benchmarking.



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Immediate Focus

Provide consistent training options
focused on a single science

Set's the stage for advanced and multi-
science integration

Streamline and automate to
create capacity

Additional capacity will provide
opportunities to develop new content..

Refresh and enhance
existing resources

Mighty six, manuals, my.ttisi.com
content, Learn modules



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Big Picture Thinking

Sales & Marketing, Benchmarking and Competency
Certifications/Trainings

Advanced Level 3 Integration Trainings

Recertification Options

Application Focused Offerings

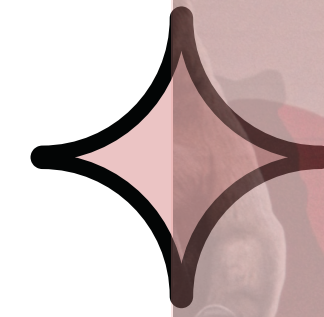
Communication, Conflict Resolution, Building
teams, Leadership

Long Term Focus

Credentialing for coaches, facilitators, trainers,
consultants, instructional designers and recruiters.



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New Training Options



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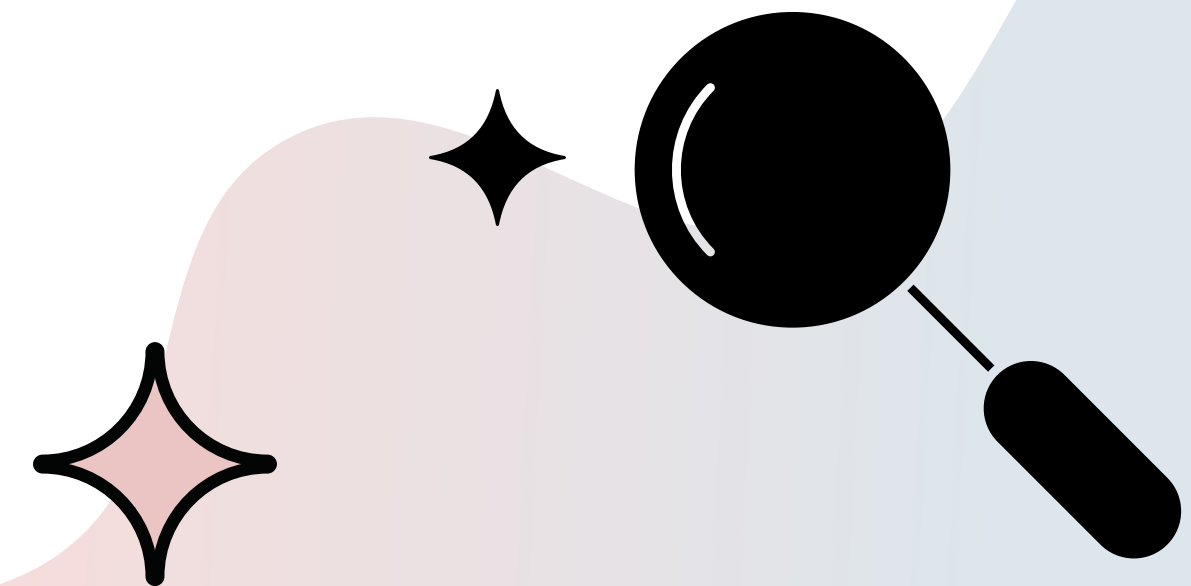
Single Science Partner Training Options

Behaviors, Driving Forces, Emotional Intelligence

- Level 1 training
 - Learn course (pre-requisite to Level 2)
- Level 2 training
 - Instructor-led application training
- Exam only
- Certification Kits



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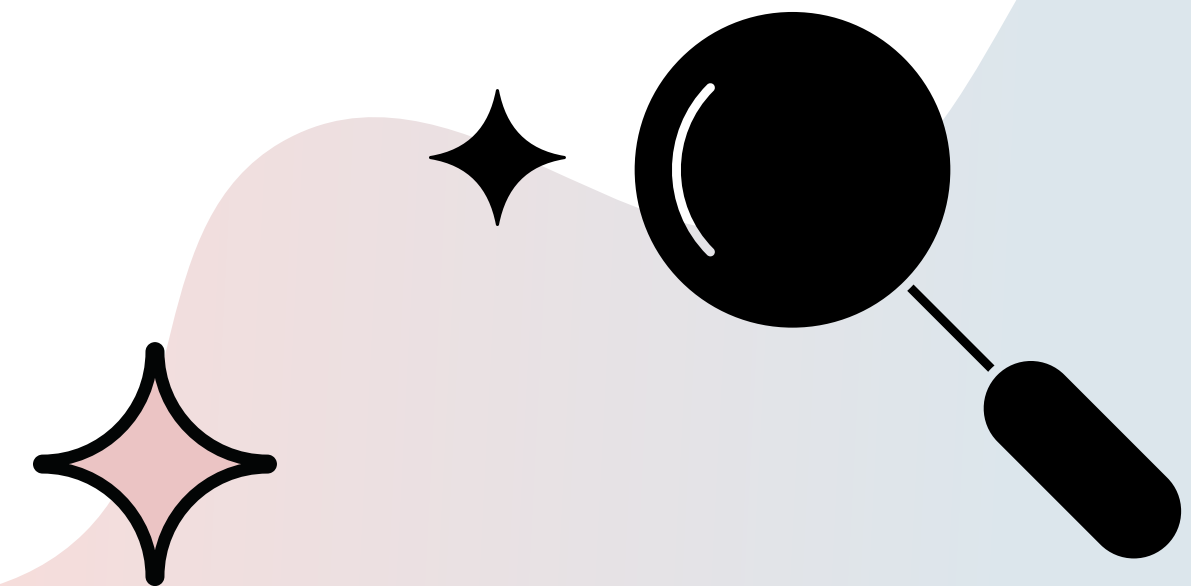
Single Science Client Training Options

Behaviors, Driving Forces, Emotional Intelligence

- Level 1 training
 - Learn course
- Level 2 training (includes Learn course)
 - Instructor-led application training
- Exam only
- Certification Kits



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Partner Training Fees

Behaviors, Driving Forces, Emotional Intelligence

- Level 1 training
 - Learn course - **Coupon code upon registration for Level 2**
- Level 2 training (includes Learn course)
 - Instructor-led application training - **\$500**
- Exam only - **\$250 each**
- Certification Kits - \$400 - **\$850 each**



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Client Training Frees

Behaviors, Driving Forces, Emotional Intelligence

- Level 1 training
 - Learn course (subscription or individual learn seat)
- Level 2 training (includes Learn course)
 - Instructor-led application training - \$750
- Exam only - \$250 each
- Certification Kits - \$400 - \$850 each



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What You Will Experience



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Partner Single Science Outline

Complimentary assessment and 30 minute debrief

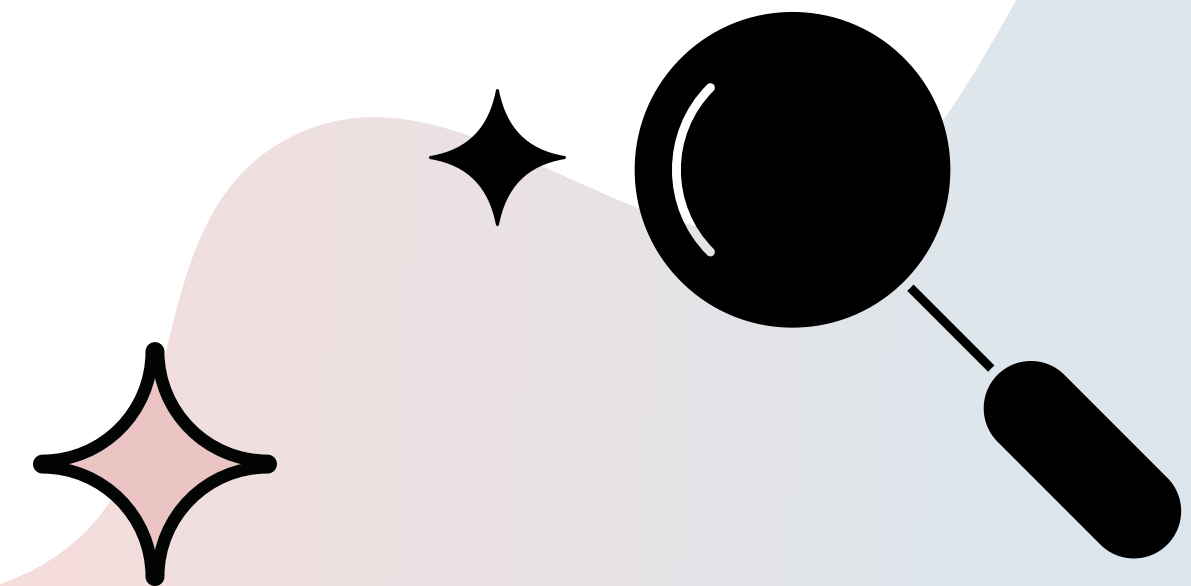
Theory overview through the Learn video modules

Two 4-hour instructor led training & training resources

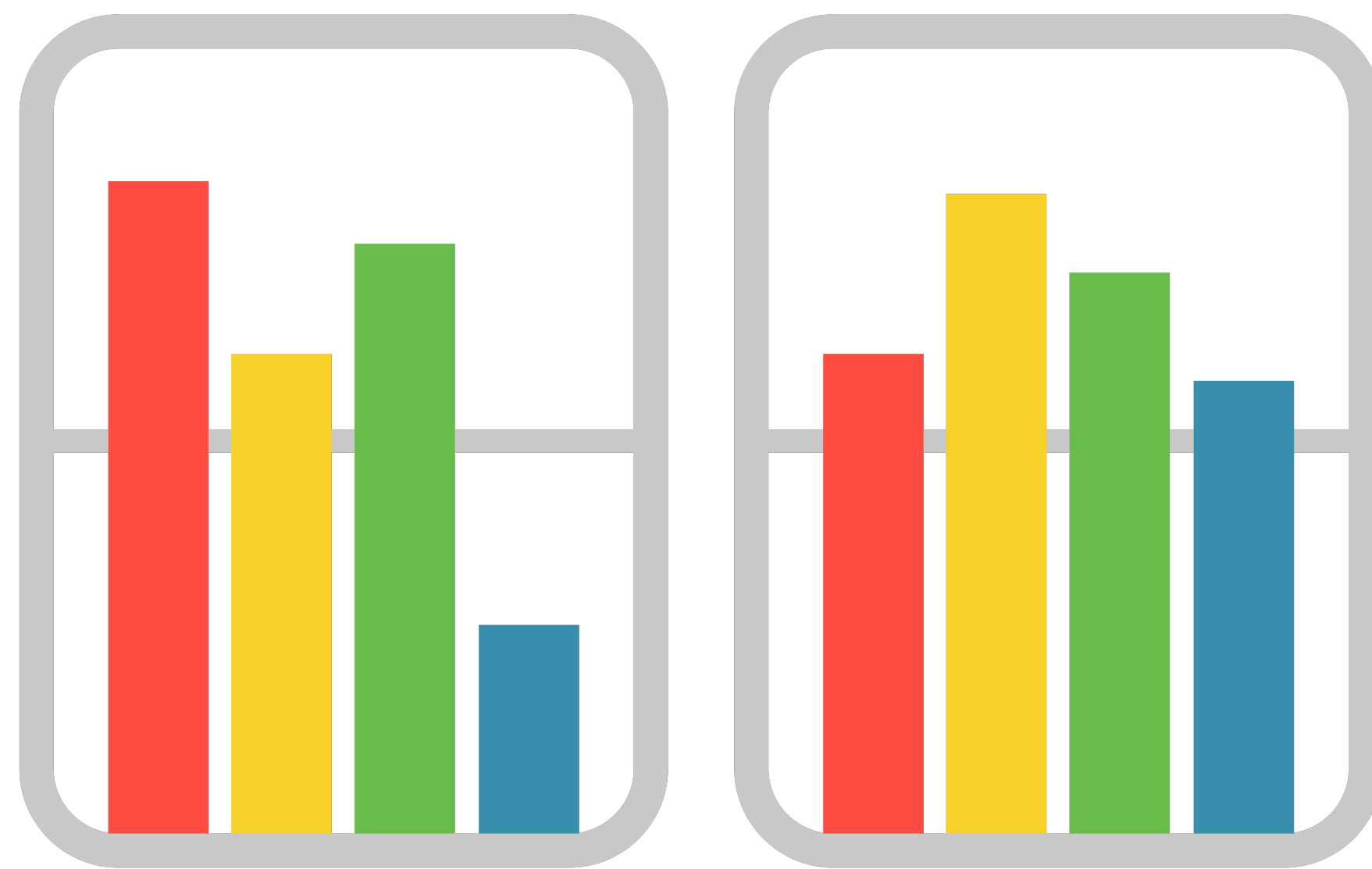
Agenda:	Day 1	Day 2
	Introductions	Assignment Review
	Interactive Theory Review	Application Exercise
	Application Exercise	Application Exercise
	DISC Overview	Comparison report
	Application Exercise	Application Exercise
	DISC Report	Team Report
	Evening Assignment	Application Exercise
		Exam Preparation



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DISC





ACTIVITY

Visualization

1. Grab a piece of paper or open a blank document.
 - Ask yourself, “What am I experiencing (i.e., excitement, contentment, stress, etc.)?”
 - Please write out anything that is stealing your focus from today's training.
 - Fold the paper and put it out of sight or close your document.
2. Take a moment to stop and visualize what you are most excited to learn today about behavior.



Call to Action

- Think of a conflict you have had in a past personal or professional relationship.
- Identify the outcome you would have preferred.
- Throughout the day we invite you to consider how to obtain your desired outcome based on concepts you will learn.





ACTIVITY

Behavioral Gratitude

1. Open the document on the DISC Resource page.
2. Click on the activity handout based on your breakout group.
3. Review the assigned behavioral characteristics cards of your opposite style.
4. Discuss how these characteristics can be of benefit.
5. Craft a message of gratitude, and select one person to present.
6. When you return, share your gratitude for your opposite style.



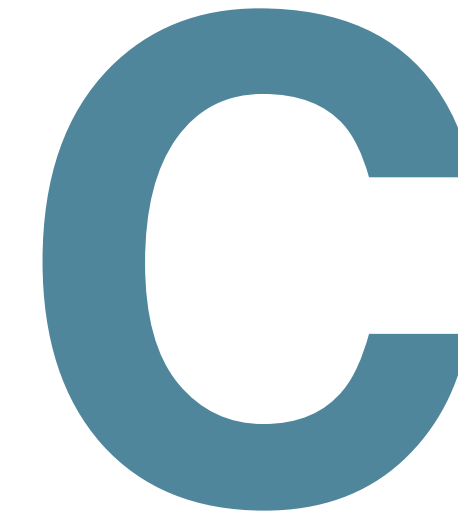


ACTIVITY



Organized Workplace

Establish and maintain specific order in daily activities.



Versatile

Adapt to various situations with ease.

Analysis

Compile, confirm and organize information.

Following Policy

Adhere to rules, regulations, or existing Methods.

Interaction

Frequently engage and communicate with others.

People-Oriented

Build a rapport with a wide range of individuals.





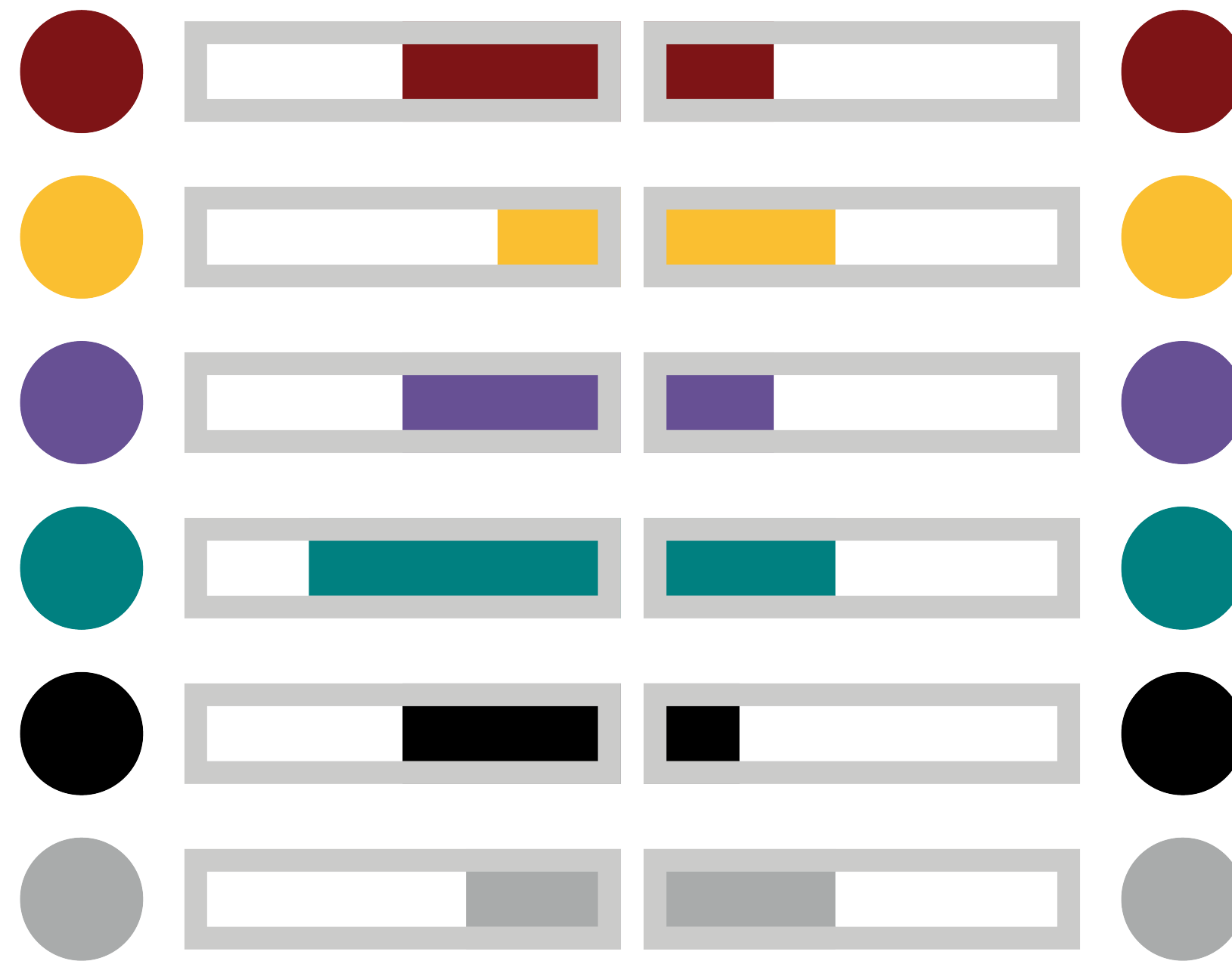
ACTIVITY

Behavioral Decision-Making

1. Open the document on the DISC Resource page.
2. Using your Behavioral Continuum graph, identify your highest-scoring behavioral style and review the matching scenario below.
3. Reflect or journal how you would feel/respond to the situation given.
4. As a group, we will discuss the impact of decision-making based on behavioral styles.



12 DRIVING FORCES





ACTIVITY

Visualize Your Why

1. Grab a piece of paper or open a blank document.
 - Ask yourself, “What am I experiencing (i.e., excitement, contentment, stress, etc.)?”
 - Please write out anything that is stealing your focus from today's training.
 - Fold the paper and put it out of sight or close your document.
2. Take a moment to stop and visualize what motivated you to be here today and write that down.
 - Throughout our training, find where your identified motivation connects to your drivers.



Call to Action

- Think of a time you had tension in a past personal or professional relationship.
- Identify the outcome you would have preferred.
- Throughout the day, we invite you to consider how to obtain your desired outcome based on concepts you will learn.





ACTIVITY

Motivational Decision-Making

1. Open the document on the Resource page.
2. Review the assigned four driving forces cards provided.
3. Discuss as a group what would motivate this person to make a decision to move them into action.
4. Select one person to speak on behalf of your group.
5. Come back to the main group when prompted to share your findings.





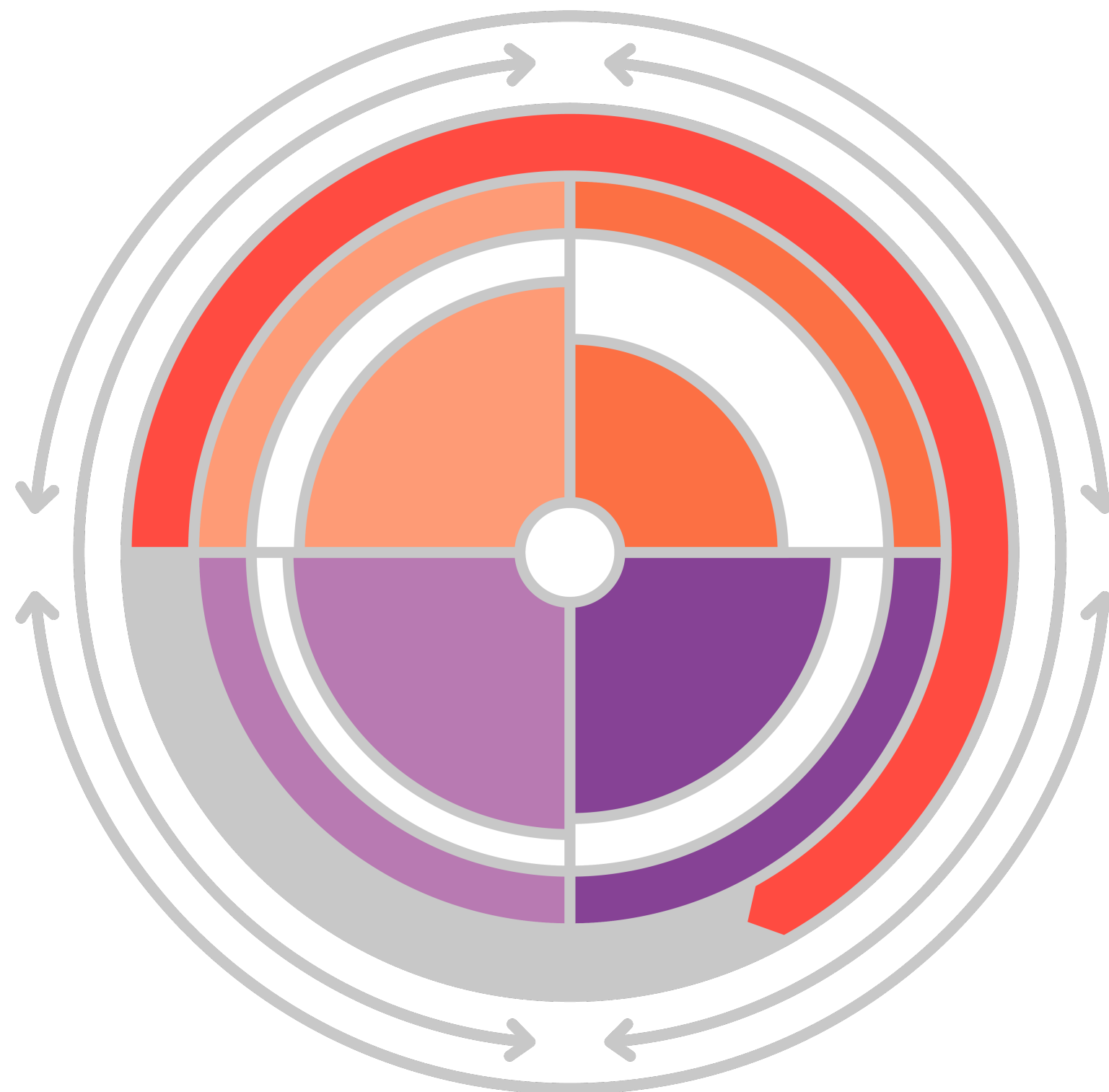
ACTIVITY

Reflection

1. Open the document on the Resource page.
2. Grab a piece of paper or open a blank document.
3. Choose the driver that significantly impacts your fulfillment.
4. Reflect or journal how that driver could energize you after a hard day.
5. As a group, we will discuss how our drivers can motivate us into action.



EMOTIONAL QUOTIENT





ACTIVITY

Mental Reset

1. Grab a piece of paper or open a blank document.
 - Ask yourself, “What am I feeling (i.e., excitement, contentment, stress, etc.)?”
 - Please write out anything that is stealing your focus from today's training.
 - Fold the paper and put it out of sight or close your document.
2. Take a moment to stop and visualize what you are most excited to learn about emotional intelligence and write that down.



Call to Action

- Think of a time your emotions caused tension in a past personal or professional relationship.
- Identify the outcome you would have preferred.
- Throughout the day, we invite you to consider how to obtain your desired outcome based on the concepts you will learn.





ACTIVITY

Emotional Awareness

1. Open the document on the Resource page.
2. Click on the activity handout based on your breakout group.
3. Discuss how you display this emotion.
4. Discuss how others display this emotion.
5. Upon returning to the group, be prepared to share your findings.





ACTIVITY

Emotional Awareness

ASSIGNED EMOTION: Joy

Mild

Moderate

Extreme

Name it:

Serenity

Joy

Elation

**Recognize
(Self)**

**Recognize
(Others)**





ACTIVITY

Minimizing Disablers

1. Open the document on the Resource page.
2. Identify one Disabler:
 - What do you think when this disabler happens?
 - Where do you feel it and how does your body react?
 - What can you do to better manage this disabler?
 - What could be different if you were able to minimize this disabler?



What are partners saying?

“I thought the facilitation and materials provided are truly excellent. I enjoyed having short breaks at every hour, and I appreciate that this training was split between 2 days. Everything was extremely well timed-out, and maintained a helpful flow and direction. The pre-training activities were also very helpful, so I could gain some helpful framing and basic understanding before jumping into the training. Thank you very much!”

“The pre-work videos and content are extremely important as it lays the most foundation for the training.”

“I feel like I know what I need to in order to debrief our employees on a deeper level.”



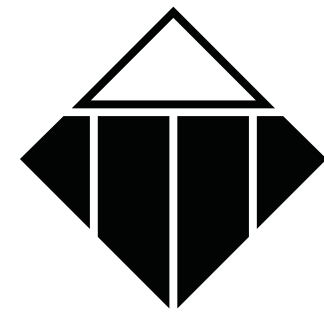
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Open Discussion



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Thank you!