

IEEE – Building Business Relationships Workshop

Building Business Relationships guides participants to gain valuable insights about themselves and others by discovering actionable ways to build more effective relationships with others. Through the use of a self-assessment, participants receive detailed information regarding their style and how best to work with other styles to create more effective and productive relationships. The intended result is improved communication, reduced conflict, increased engagement, improved organization effectiveness, team collaboration and enhanced leadership capability.

Building Business Relationships uses a blended learning approach including an Everything DiSC® Workplace assessment, instructor-led activities and video clips. You will have the opportunity to exchange ideas and experiences while developing ways to building relationships that are more effective.

Have you ever wondered why some people just don't understand you? Or wished you could handle situations and relationships better with colleagues, peers, or managers?

Participate in this highly interactive workshop, and you will learn:

- How to create more effective and productive working relationships using the Everything DiSC® assessment, a non-judgmental tool used for discussion of people's behavioral differences
- Why it is important to communicate better with colleagues/managers/customers/volunteers
- Understand how to match your style to theirs

The Building Business Relationships program does the following:

- Provides a common language to help you understand others and work better together
- Improves employee and workplace communication
- Helps you to understand people who are not like you – or are too much like you
- Reduces conflict and avoids misunderstandings



IEEE Building Business Relationships – 4 Hour Workshop

Activity	Date	Additional Information	
Everything DiSC® Assessment	June 29	Participants receive online DiSC Assessment	
Everything DiSC® Assessment	July 10	Participants complete online DiSC Assessment	
Activity	Date	Time	Location
1. Discovering Your DiSC Style	July 20	8:30 am – 10:30 am	EMBC
2. Understanding Other Styles	July 20	10:45 am – 11:35 am	EMBC
3. Building More Effective Relationships	July 20	11:45 am – 12:30 pm	EMBC

Program Sponsor and Instructor:

Lynda Grober, Manager, IEEE HR Learning and Development.

Lynda Grober holds a B.S., Computer Science from Saint Peter’s University. Lynda’s Leadership experience includes IEEE, GlaxoSmithKline/Block Drug and Healthfirst. Lynda’s certifications include, Everything DiSC, Hogan Leadership Assessments, InsideOut Coaching, DDI Leadership, Change Style Assessment, AchieveGlobal, Talent Smart Emotional Intelligence, Langevin Certified Director and Certified Instructional Designer & Developer

Who should attend?

This program is designed for everyone.

REQUIRED PRE-WORK:

In order to participate in the program, enrollees are required to complete program pre-work by Friday, July 10.

CEU Credits:

You will receive 0.4 CEU's for attending. Certificates will be issued and tracked by IEEE/HR L&D

REGISTRATION PRICE:

EMBS Members price \$250

IEEE Members price \$275

Non Member price \$300

*Registration will include an Everything DiSC® assessment.

REGISTRATION DEADLINE: June 3, 2020

CANCELATION FEE:

A \$100 cancellation fee will be charged for cancellations made on or after June 9, 2020 at 11:59 pm (EST)