



# Make it happen!™

## AN SDI INTERNATIONAL QUALIFICATION

*Make it happen!™* is for people just like you!

We all like to feel good about ourselves and make things happen!

So whether you're in a job you love or hate, motivated or have had enough, tired or full of energy, *Make it happen!™* will give you "the tool" to create those meaningful changes we all want to make in our work and life, to transform your relationships to improve results.

This practical and experiential workshop helps you reassess the way you look at relationships, challenges your thinking and changes the way you do things in order to:

- Get the results you want quicker than before
- Communicate easier with everyone around you
- Gain real insight into people's reactions for doing things



At the end of the workshop you will be qualified to share your experience with others and you'll get an **SDI (Strength Deployment Inventory) international facilitator certification** to prove it!

Throughout the 2 qualification workshop days we will help you discover how the SDI motivational tool can seamlessly integrate relationship and conflict management skills into a variety of **applications** such as: **leadership development, team building, conflict management, influence, communication, coaching and sales performance.**

### *What makes it so different?*

*Make it happen!™* is shaped around the Strength Deployment Inventory (SDI), a relationship building tool, considered by teams worldwide as a "genuine manual for working with people".

The SDI works because it does not diagnose, but helps you develop.

Unlike other tools, the SDI goes deeper by looking at the motivations that drive our behaviour. It helps us find answers to the fundamental question WHY? we do what we do.

An understanding of these "hidden" drivers is for many people eye-opening and life changing.

### *How do we make it happen?*

As we all know, we learn best in a relaxed environment having informal group discussions, moments of self-reflection, activities and practical examples. So that's exactly how we do it!

We create a relaxed environment in which we link the SDI motivational value system triangle with your particular development needs.





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### *Is this for me?*

If you work with people, if your role means developing others or if you simply want to make meaningful development changes in your job, career or business, then we say: Yes, this is one workshop you should not miss!

For some SDI is a passport for a career change as a qualified facilitator or coach, for others it's a way to build upon existing skills in their current position. Either way, Make it happen!™ is powerful, meaningful and will change the way you see the world and those living in it.

### *Why SDI®?*

Using SDI changes the way people think, work relate, communicate and lead. When you understand how motives direct behavior, you can see what's going on behind the scenes in any interaction and intentionally choose the most effective approach and response.

Furthermore, it helps colleagues realize the value each individual brings through their motives and strengths. SDI provides a common language to dialogue about motives and strengths. This shared language produces more powerful connection and collaboration.

Understanding how motives affect behavior leads to greater awareness and confidence, which ultimately results in better decision making and more productive relationships. The ability to effectively share this knowledge will change your consulting work and transform your business.

### *Simply said it's:*

**Fast:** The SDI questionnaire takes only 20 minutes to complete, meaning that you can start applying it almost immediately. No need for long drawn out pages of information and personality analysis.

**Fun:** SDI is about real people and their life stories – it's an interactive and engaging process with lots of laughs along the way. It paints a vivid picture of who we are and why we do what we do, the stuff that motivates us or drives us crazy! In doing so it provides the framework to understand not only ourselves better, but others as well. It offers practical motivational insights into how to put things right. People genuinely like it and love using it.

**For everyone:** SDI is for everyone because it's applicable in a variety of contexts. It's useful no matter our position or experience. Everyone can make sense of it and apply it. HR professionals, trainers, coaches, psychologists, mediators and leaders / managers from many fields have all found SDI a powerful tool to make things happen.

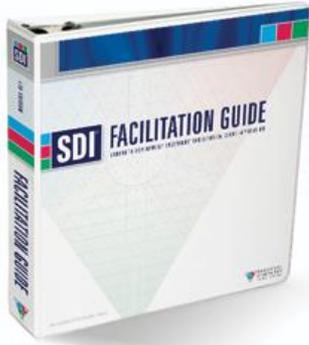




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## QUALIFICATION WORKSHOP OVERVIEW



Experience the power of SDI in action while learning valuable facilitation skills. You will discover how the SDI and Relationship Awareness Theory can enhance results in your own area of application. This course will give you the resources and confidence to start working with the SDI the very next day.

This 2-day workshop certifies you to access, administer, and debrief SDI self-assessments in an individual and team setting. You will learn the key principles of Relationship Awareness and discover how to seamlessly integrate

relationship and conflict management skills into a variety of applications such as

leadership development, team effectiveness, coaching, influence, project management, sales and communication. We will help you apply the SDI principles and the tools in your specific areas of interest by looking into coaching conversations, the use of videos to facilitate learning, exercises and games available for SDI facilitators. Successful completion of this course qualifies you to purchase and use the SDI self-assessment tools.

### **YOU WILL BE ABLE TO:**

- Identify the motivations behind the behaviours of themselves and others
- Understand relating style and potential sources of conflict
- Learn how to choose behaviour and communication that achieves your intended result and encourages positive relationships with others
- Learn to identify the behaviours in others that might reveal they are in conflict
- Learn to confront conflict with others in a way that achieves results satisfactory to all
- Learn to identify the strength behind an apparent weakness in yourself and others
- Learn to use exercises that aid your participants' understanding of SDI concepts
- Use SDI results with a group to explain changes in motivation during conflict
- Practice one on one coaching using the SDI
- Learn how to design and implement training agendas from two hours to two days
- Learn how to select appropriate Relationship Awareness tools based on group needs and training objectives
- Connect SDI learning outcomes to relevant topics in your areas of interest: influence, communication, sales, feedback, project teams, conflict resolution, coaching
- Practice facilitating SDI concepts in small groups
- Gain confidence in guiding individuals to an understanding of their own SDI result



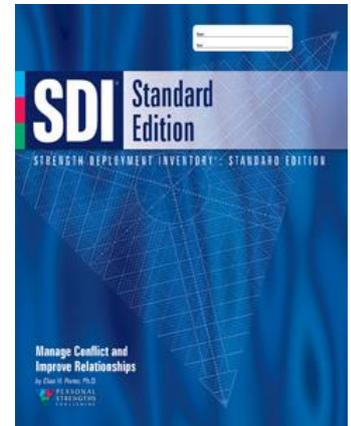
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### POST QUALIFICATION INVENTORY ACCESS

Successful completion of Level 1 Certification qualifies attendees to purchase, administer, and debrief the following SDI assessments:

- SDI Self Standard Edition in Polish or English
- Portrait of Personal Strengths™ in English
- Portrait of Overdone Strengths™ in English
- Coaching Planner and Sales Planner in English



### RESOURCES INCLUDED

- **SDI Facilitation Guide** with slideshows
- 2 X Standard Edition SDIs, 1 Portrait of Strengths, 1 Portrait of Overdone Strengths, 1 Quick Communication Guide, free user for the online SDI facilitation system
- Access to the Linked-in SDI facilitators only group for a diversity of discussions and examples to aid your facilitation skills

### Trusted by millions for more than 40 years

Our award winning assessments are powerful and easy to understand. The proof is in the millions of managers and teams who use our assessments, including 90 of the Fortune 100 companies. The insights from SDI tools can meet any coaching or training need, from distressed teams to high turnover workforces to onboarding and more.





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## *When, where and how do I book?*

1-2<sup>nd</sup> December 2016, Warsaw, Poland

Make it happen!™ - An SDI International Qualification will be facilitated in English by Alina Banescu Perkins, SDI level II and Master facilitator, MD PSP Ro. Pl. Md.

The programme will you give facilitation rights for the SDI (Strength Deployment Inventory – **available in English and Polish**), Portrait of Personal Strengths and Portrait of Overdone Strengths, **available both in English**.

### **Individual booking**

1400 Euros + VAT / person

### **Group booking (more than 2)**

1200 Euros + VAT / person



To book your place or to set-up an introductory meeting, contact us at [contact@personalstrengths.ro](mailto:contact@personalstrengths.ro)  
Registration ends on the 15<sup>th</sup> November 2016. Limited to 10 participants / qualification programme.

For further details about the SDI and areas of applicability, please visit [www.personalstrengths.ro](http://www.personalstrengths.ro) or stay in touch via

