

3 Certification Routes for the persolog® Personality Factor Model

All of these options follow the same training syllabus leading to certified trainer status.

1. Open Seminars

Open to anyone, with the opportunity to network with managers, HR staff, trainers and coaches from across the sectors. You will benefit from the diversity of experiences and working together towards certification in the persolog® Personality Factor Model.

2. In-house Certification

Often it makes sense to train several people in-house. The obvious benefits include choosing your own training dates and using onsite training facilities. Certifying a team is the basis for a quick implementation of the topic in your organisation.

3. Individual Certification

When time is a key factor, make use of the individual certification where you choose the date & location. The 1:1 training environment allows your personal trainer to concentrate exclusively on you. Pre-work is completed prior to the course enabling the certification to take place in one day.

Contact us to discuss your personal certification requirements:



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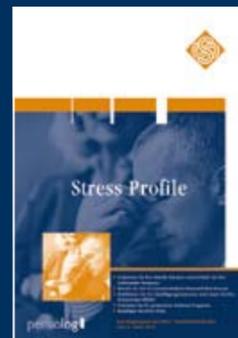
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The persolog® time management profile
Time for success and quality of life

- Learn to concentrate on what's important.
- Develop control over time and flexibility.
- Spend the limited time you have in a more meaningful, balanced and controlled way.



The persolog® stress profile
Make stress your ally

- More self-confidence through conscious stress management.
- Improved skill in stress management.
- Opportunities to transform non-productive stress into productive stress.

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Opportunities

looking for a new behavioural
tool for greater training
flexibility?

persolog

Sound Basis for Behavioural Development

The persolog® Personality Factor Profile

Today it is important to work with people in developing interpersonal and communication skills for future business success. As a trainer and coach you want to meet the needs of your customers by providing the appropriate training solution.

The persolog® Personality Factor Profile uses the behavioural styles D, I, S & C. The model is easy to understand and to apply because it provides participants with a shared 'language' to explain behaviour. It is a versatile tool that will suit a variety of settings and time available, and the different versions allow for a quick explanation or the choice to delve deeper into people interactions. Adding a behavioural tool will enhance your performance profile as a trainer!

Our Quality Guarantee

The persolog® personality factor model is a scientifically reliable and valid tool developed by the originator, Prof John G. Geier, from William Moulton Marston's theory.

Prof. Geier continues to develop and evaluate the model, consequently you will be working with an up-to-date model, frequently enhanced over 40 years.

The persolog® profile is currently available in 28 languages.



Certification for using the persolog® Personality Factor Model

Learn a 'Language' to Understand Behaviour

The model describes human behaviour according to four behavioural styles aimed at a better understanding of your own needs and those of others.

People with a **dominant behavioural style (D)** are motivated to solve problems and obtain quick results.

People with an **influencing behavioural style (I)** are motivated to convince others and to influence them. They are open and mostly express their thoughts and feelings optimistically.

People with a **steady behavioural style (S)** are motivated to create a predictable environment. They are patient and good listeners.

People with a **cautious behavioural style (C)** are motivated to reach high standards.

Discover Resources for Successful Training

Exercises and case studies proven effective in practice are used as well as group work, self-studies and exercises with partners. The seminar is complemented by short presentations and feedback from the speaker and the group. Another focus is on working with the online profile.

Certification Contents

Experience the Tool

- Introduction to the persolog® Personality Factor Model with the help of exercises and case studies

Understand the Model

- The basics of behaviour and the academic background of the theory of the model

- Interpretation exercises at all levels

- History of the profile

- Introduction to the seminar script and the trainer manual

- Basic knowledge of statistics and the state of research on the model

Application to Training Situations

- Overview of the different options for adapting the model to the application areas of sales, teams and leadership and the different products in these areas

- Introduction to the internet-supported analysis options and their applications

- Structuring and design of a seminar on the persolog® Personality Factor Profile

Advantages of the Certification

persolog® Online Tool

With the certification you gain access to the online learning platform eport 2.0 and to the persolog online profiles.

Trainer Days

Exchange opinions with our trainers during our Annual Trainer Day or broaden your knowledge in our practical workshops.

Facilitator's Manual for Trainers

The facilitator's manual for trainers consists of three volumes. Volume I contains relevant background information on the model and the profile, Volume II has exercises and detailed seminar plans whilst Volume III contains work sheets for use in seminars, available to copy from the book or print from a CD in pdf-format. There is also a set of PowerPoint slides to enhance seminar presentations.

Special Discount for Trainers

Certified trainers are granted a discount for products purchased from persolog® as well as the normal bulk purchase discounts.

Consulting Hotline

After the certification course, our trainers will continue to be available should you have any questions regarding use of the tools.

		HOW DO I PERCEIVE MY ENVIRONMENT?	
		STRESSFUL	NON-STRESSFUL
HOW DO I RESPOND TO MY ENVIRONMENT?	ASSERTIVE	D ominant	I nfluencing
	NON-ASSERTIVE	C autious	S teady