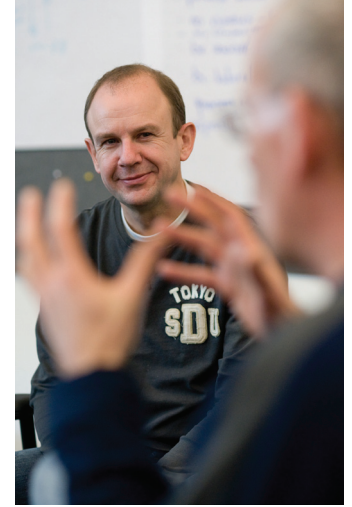


# Executive Personality Dynamics for Coaches

Dates	April 25-29, 2012 Begins Wednesday, 3pm Ends Sunday, 1pm
Fee	\$1,275 GISC Members: \$1,225
CE hours	31
Faculty	Peter Finkelstein, MD, and Dorothy Siminovitch, PhD, MCC



This program focuses on individual personality theory and assessment and its application to coaching. The practice of coaching requires the ability to understand quickly the personality dynamics of the person being coached; yet training in coaching does not generally provide in-depth education in assessing and working with these issues. This intensive workshop will focus on understanding and working with the characteristics and manifestations of narcissism, perfectionism and control, anger and conflict management, depression, and issues of self-esteem. Participants will explore how to coach each differently and how to know when referral is needed. Emphasis is on cases from participants' practices in relation to personality dynamics and theory.

## Benefits

Participants will learn:

- Positive and negative aspects of the individual personality types and how they impact organizations.
- Individual relationship styles, conflict management styles, and how to determine the most effective way to work with these different styles.
- Strengths of clients served and ways to build on these.
- Manifestations of personality types in personal and family life.
- Roles of race, gender, and age as they relate to executive personality dynamics.

## Participants

This workshop is designed for any experienced coach or consultant. Leaders may also find this program useful.

ICF has certified this course for 19.25 CC hours and 11.6 other hours.

*"I recommend this seminar for executive coaches. The course provides a unique behind-the-scenes look at all types of executive personalities and offers insightful advice and optimistic, practical solutions to the toughest issues. I found this wonderful session to be relevant to both my professional and personal life. An important course for all."*

Maria Arnone  
Executive Coach, MCC

*"I attended the Executive Personality Dynamics for Coaches program because I wanted to understand more about different personalities of executives and how to work with them more effectively. In that sense the program was excellent and worth coming even from the opposite side of the Atlantic Ocean, from Finland. The faculty were very experienced teachers and I also learned a lot from the other participants. I can recommend the program, GISC, and South Wellfleet to anyone who needs or wants to understand better personality dynamics either in their work or consulting practice."*

Keijo Varis  
Strategy & Business Controller  
Vapo Company  
Finland

# Registration Form

Name: \_\_\_\_\_ Male:  Female:

Company Name: \_\_\_\_\_ Position: \_\_\_\_\_

Preferred Mailing Address - Work  / Home : \_\_\_\_\_

City/State/Province/Postal Code/Country: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Mobile Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Current Profession (please check all that apply):

Coach  Consultant/OD  Leader/Executive  Psychotherapist  Nonprofit  Other  \_\_\_\_\_

Professional Affiliations/Associations:

ICF (Int'l Coach Federation)  OD Network  APA  Other (please specify)  \_\_\_\_\_

How did you hear about this program? \_\_\_\_\_

If by referral, from whom? \_\_\_\_\_

**Please register me for:**

Program Title	Date	Fee
_____	_____	_____
_____	_____	_____

I am a GISC Member:  I would like to join GISC:  \$125/year

**Total:** \_\_\_\_\_

Invoice my organization:  \_\_\_\_\_

I have enclosed a check or money order payable to GISC (US funds only):

Charge my: Visa  Mastercard  American Express

Name as it appears on card: \_\_\_\_\_

Account Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_

Signature: \_\_\_\_\_

**Cancellation Policy:** Refunds are available up to 21 days prior to a program, less a \$35 administration fee. When cancellation is made with a notice of 20 days or less, tuition will not be refunded, but may be applied to a future program within 2 calendar years.

Mail or fax along with your payment to:  
**GISC, PO Box 515, South Wellfleet, MA 02663-0515, USA**