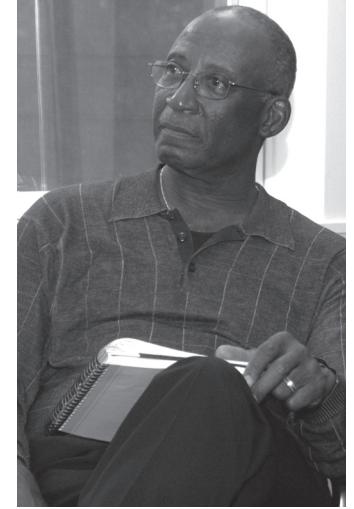


# Executive Personality Dynamics for Coaches



Dates	<b>April 14 - 18, 2010</b> <b>Begins Wednesday, 3pm</b> <b>Ends Sunday, 1pm</b>
Fee	<b>\$1,100</b> <b>GISC Members: \$1,050</b>
CE hours	<b>31</b>
Faculty	<b>Drawn from: Peter Finkelstein, MD, Edwin Nevis, PhD,</b> <b>Susan Partridge, PhD, LCSW, MA, and Mel Rabin, EdD</b>

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.

*“The faculty and staff at GISC really understand what creating a ‘learning environment’ means. It’s safe. It is very much based on seeing what’s positive in each person and learning to give feedback that is specific to what stood out. Reporting phenomenological data is not done many places and at GISC we really learn to do it well. It really does open the door to look at where the growing edge is for ourselves. It is special coming to a place where growth is truly understood and practiced in every session.”*

Donna Dennis, PhD  
Executive Coach & Consultant  
Leadership Solutions

## 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 enrolled in the Executive Personality Dynamics course primarily because I wanted to strengthen my ability to recognize when clients need therapy versus coaching. The class gave me that and more. Besides helping me identify when to refer out, my experience at GISC broadened the scope of what I am able to address within coaching and reminded me to bring my energy with me!”*

Nancy Hecht  
Executive Coach

GISC is a nonprofit educational organization offering advanced professional training worldwide for leaders, consultants, coaches, and therapists. We create powerful and innovative learning experiences for individuals and organizations using a unique training technology that produces enduring results.

# Registration

## Executive Personality Dynamics for Coaches

April 14 - 18, 2010

Name: \_\_\_\_\_

Organization Name: \_\_\_\_\_ Position: \_\_\_\_\_

Address: \_\_\_\_\_

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

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

Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Current Profession: \_\_\_\_\_

### Please register me for the following:

Executive Personality Dynamics for Coaches

April 14 - 18, 2010 \_\_\_\_\_ Fee: \_\_\_\_\_

I am a GISC Member  I would like to join GISC (\$125/year) \_\_\_\_\_

Program Title: \_\_\_\_\_

Date: \_\_\_\_\_ Fee: \_\_\_\_\_

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

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

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

Please 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: \_\_\_\_\_

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