

PERSONALITY QUOTIENT

We spend years in school developing our intelligence to effectively use our mind. Developing our unique personality to effectively use our behavior is just as vital to successful living. Your Intelligence Quotient, or IQ, measures your intelligence. Your Personality Quotient, or PQ, refers to your ability to understand yourself and others for effective communication and teamwork.

Studies have shown that technical skill, beginning with intelligence and developed through education and experience, accounts for only 15% of success in the workplace. The other **85% of workplace success comes from people skills!** These skills are developed through learning better ways to behave and interact.

Four steps to raising PQ:

1. Understanding yourself and your personality style.
2. Understanding another person in his or her style.
3. Adapting your style to have better relationships.
4. Building better teams.

Can you imagine what I would do if I could do all I can?

-Sun Tzu

BST INSTRUCTOR



George Tyson has a B.S. in Professional Administration from Barry University, is a certified Human Behavior consultant Level II and has extensive experience in training and teaching of advance subjects which

include electronic theory, economics and accounting.

George has built a number of successful companies and helps develop leaders within the aerospace industry. By using the Model of Human Behavior, George is able to effectively communicate and motivate employees, students, vendors and clients, helping them reach their goals.



Black Sky Training, Inc. (BST) is the premier trainer for Commercial Human Spaceflight and General Aviation (GA) industries. Through the use of classroom instruction, simulation, flight time and hands on activities, BST insures that its graduates make aerospace safer and more profitable.

BST provides training for all areas of aerospace and many other industries. Personnel involved in commercial human spaceflight, general aviation, commercial aviation, sales and engineering can find advance courses at BST that increases their knowledge and helps them to reach their full potential.



Black Sky Training

COMMUNICATIONS THROUGH PERSONALITIES

Training for personnel
involved in:

**General Aviation
Commercial Spaceflight
Marketing & Sales
Engineering / Technical**

Black Sky Training
23 Alafaya Woods Blvd
Suite 232

Oviedo, Florida 32765
www.blacksky.aero
321-244-2550

PERSONAL ACHIEVEMENT

Have you ever wondered why YOU do the things YOU do? Why do you seem to get along with some people and have a harder time with others? **Although some relationships work naturally for you, others can be more difficult.** A lack of understanding of ourselves and others can lead to conflict, tension, disappointment, hurt feelings, unmet expectations and poor communication.

This course is designed to inspire you to know yourself and to reach your potential. It will show you how to **cultivate relationships** both personally and professionally by identifying and providing ways to meet your needs and the needs of others for success and fulfillment.

During the course you will learn:

- Positive Insights About You
- Encouraging Words that Describe You
- Your Natural Strengths
- Your Communication Style Tendencies
- Your Decision-making Style
- Your Priorities
- Your General Needs
- Your Value as a Team Member

“If you are not in the process of becoming the person you want to be, you are automatically engaged in becoming the person you don't want to be.”

— Dale Carnegie

PROFESSIONAL ACHIEVEMENT

Increase productivity and lower stress by gaining the knowledge, tools and resources to help you and your team understand how to work better together. Our proven methods can help you to achieve more by identifying and leveraging the strengths that you already have.

- Achieve long-term development & success
- Work better with other people
- Maximize your performance & fulfillment
- Equip you to be a better team member
- Equip you to be a better leader

“If I understand you and you understand me, doesn't it make sense that we can work more effectively together?”

- Dr. Robert A. Rohm

Communications Through Personalities

- 8 Hours of instruction
- Individual personality assessment
- Case studies
- Group activities
- Workbooks and worksheets
- Reference book and flip charts
- Continuing Education Credit

For pricing and availability contact
George Tyson
(407) 579-7783

COMMUNICATION

People are influenced and motivated differently! Have you ever wondered why you can say one thing to one person, and get a certain response, then say exactly the same thing to another person, and get a different response? The basic reason is because people have different personality styles, and each personality has a different priority.

Learn to:

- Communicate more effectively.
- Successfully apply your personality to the marketplace.
- Boost sales.
- Improve service quality.
- Understand which approach works for each person.
- Effectively read people's communications style.
- Improve safety and productivity by creating meaningful contact with each team member.
- Be successful with people not in your field.

“Communication - the human connection - is the key to personal and career success.”

- Paul J. Meyer

