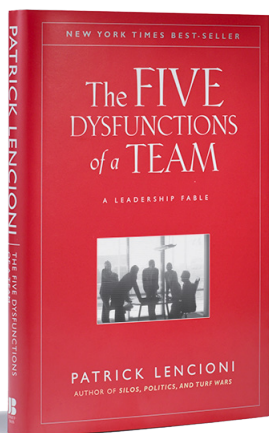


THE FIVE
BEHAVIORS
OF A COHESIVE
TEAM™

From talented **INDIVIDUALS**
to extraordinary **TEAMS**



The Five Behaviors of a Cohesive Team™ is a unique learning experience that prepares individuals for success in teams. *The New York Times* best-selling author Patrick Lencioni and the power of industry-leading workplace assessment tools come together in a breakthrough program proven to deliver business results.

▶ *Over 2.5 million copies sold*

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The single most untapped competitive advantage is teamwork.

To gain this advantage, teams must:

- ▶ Trust one another
- ▶ Engage in **Conflict** around ideas
- ▶ Commit to decisions
- ▶ Hold one another **Accountable**
- ▶ Focus on achieving collective **Results**

What does this program do?

This program helps improve team effectiveness and productivity in organizations that apply tools based on Carl Jung's theory of psychological types, like the MBTI® instrument¹, as their preferred indicator of behaviors and personality.

Teams will examine how they score on the key components of **Trust**, **Conflict**, **Commitment**, **Accountability**, and **Results**, as well as understand how each team member's unique personality style brings value to the team's overall success.

A productive, high-functioning team:

- ▶ Makes better, faster decisions
- ▶ Taps into the skills and opinions of all members
- ▶ Avoids wasting time and energy on politics, confusion and destructive conflict
- ▶ Avoids wasting time talking about the wrong issues and revisiting the same topics over and over again because of a lack of buy-in
- ▶ Creates a competitive advantage
- ▶ Is more fun to be on!



The collage shows three main components of the program:

- Your Team and the Dimensions:** A page with a horizontal scale for 'EXTROVERSION-INTROVERSION' and 'SENSING-THINKING'.
- Building Vulnerability-Based Trust:** A page with a horizontal scale for 'EXTROVERSION-INTROVERSION' and 'THINKING-SENSING'.
- The Five Behaviors and Your Team:** A page featuring a red pyramid with the same five levels as the first diagram, and a legend for 'RESULTS', 'ACCOUNTABILITY', 'COMMITMENT', 'CONFLICT', and 'TRUST'.

Individual Profiles provide a complete picture for the individual and the team.

The program includes:

- ▶ Assessment: 3 sets of questions address the individual's personality, the team behaviors, and team culture
- ▶ Individual Profiles, Team Progress Reports, and one-on-one Comparison Reports
- ▶ Participant handouts, take-away cards and activities

[1] Myers-Briggs Type Indicator, Myers-Briggs, MBTI and MBTI Logo are trademarks or registered trademarks of the Myers & Briggs Foundation in the United States and other countries.

Are you ready to get started? Contact me for more information:



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