



Priority Learning  
*inspiring tomorrow's performance...*

## Associate POP Series

### Why/Purpose:

The Associates Series for People of Potential is designed for new and aspiring employees who demonstrate the potential to grow into leadership positions. The series consists of seven full workshop days over five months and provides the basics of professionalism and good management skills. There are assignments between sessions to enhance growth while going through this series.

### Learning Elements and Tools:

- ◇ Discovery of Power
- ◇ What leaders do
- ◇ Myers-Briggs overview
- ◇ Adult Learning Principles
- ◇ MBTI: Extraversion vs. Introversion
  - ◇ Relationship Building
  - ◇ Mentor Selection
- ◇ Leadership Communications
- ◇ Leading Up, Down, and Across
  - ◇ Skills and Behaviors
- ◇ Supervisory Theory and Core Skills
  - ◇ Theory X vs. Y
  - ◇ Management vs. Leadership
  - ◇ MBTI: Sensing vs. iNtuition
- ◇ Leading through Influence—Motivating Others
  - ◇ Professional Image and Self Discipline
    - ◇ Values, Actions, and Beliefs
    - ◇ Visibility and Credibility
  - ◇ MBTI: Thinking vs. Feeling
    - ◇ Appreciative Inquiry
- ◇ Self Awareness—Johari Window
  - ◇ Employee Life Cycle
  - ◇ Ideal Personal Future

### Applications:

The above elements can be applied immediately. All have real-life exercise/s, are discussed thoroughly, and we encourage all participants to plan how they will apply the tools immediately with their own employees between sessions as well as setting immediate goals and execution.

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