



# Blaney Facilitation Services

Talent Optimization | Virtual Facilitation

## Partners-Only-Open-Workshop [POOW] - delivered virtually in three 2-hour segments

**DATES: June 14, 17 and 21 (Monday, Thursday, Monday) 10am – 12pm EDT**

### You will

- Develop an in-depth working knowledge of the PI drives
- Develop a fluency in the PI language
- Learn how to gain value way beyond the reports in the software

### This will enable you to:

- More easily sell the PI solutions
- Handle objections
- Read patterns and apply meaning to them
- Learn to deliver the workshops

### We will cover:

- Factors A, B, C and D – more nuanced interpretations than is provided in the digital learning
- Factor combinations
- Reference Profiles
- Exceptions and anomalies
- Self-concept and synthesis
  - *And bring these alive through examples, stories and applications*

### We will discuss and explore:

- How all of this links to Team Discovery / DESIGN
- How this learning supports the HIRE and INSPIRE applications
- Getting beyond what the software offers
  - *And you will practice your fluency with a partner in the class*

### Expect:

- **Some pre-work and homework assignments** based on real-world examples
- Fast moving, engaging and highly relevant approach to all things PI

### Cost:

- **\$450 per person (\$400 each for colleagues from one partnership)**

**Class limited to 12 people.**

**Interested in signing up? Don't wait! Email me: [Sue@BlaneyFacilitationServices.com](mailto:Sue@BlaneyFacilitationServices.com)**

**Deadline for sign ups – June 1.**