



Optimize Your Thinking: Closing the Gap between Personality and Performance

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Goals for Today

- Become Familiar with 8 Ways of Thinking and Associated Personalities
- Understand How Personalities Impact Performance
- Learn Techniques to Close the Gap Between Personalities and Performance

“You can have the best strategies and plans in place, but it’s the people that lead to the success or failure of any endeavor.”

Jennifer Whitt, PMP – Optimo, Inc



**Studies reveal we each
have identifiable patterns
of problem solving.**

“Under stress, we tend to default to our most comfortable ways of thinking. But as project managers, we have to consider multiple views in any situation and be willing to think slightly outside the box.”

Jennifer Whitt, PMP – Optimo, Inc

Personalities

The pattern of collective character, behavioral, temperamental, emotional, and mental traits of an individual.

The American Heritage Dictionary – Second College Edition

Performance

- *The act or style of performing a work or role before an audience.*
- *The way in which someone or something functions.*

The American Heritage Dictionary – Second College Edition

Personality

Performance

Intuitive
Analytical
Optimistic
Pessimistic
Inventive
Assertive
Resolute
Altruistic



**Improved Project
Success**
**Increased
Productivity**
**Increased
Profitability**
**Enhanced Team
Cohesion**

Personality

Closing the Gap

Performance

1. Identify Your Style
2. Identify Individual Styles
3. Speak Their Language
4. Leverage Individual Strengths

Intuitive

Using Insight



Analytical



Analyzing Facts

Optimistic



Motivating Teams



Evaluating Risks

Inventive



Creating Solutions

Assertive



Generating Urgency



Achieving Results

Altruistic



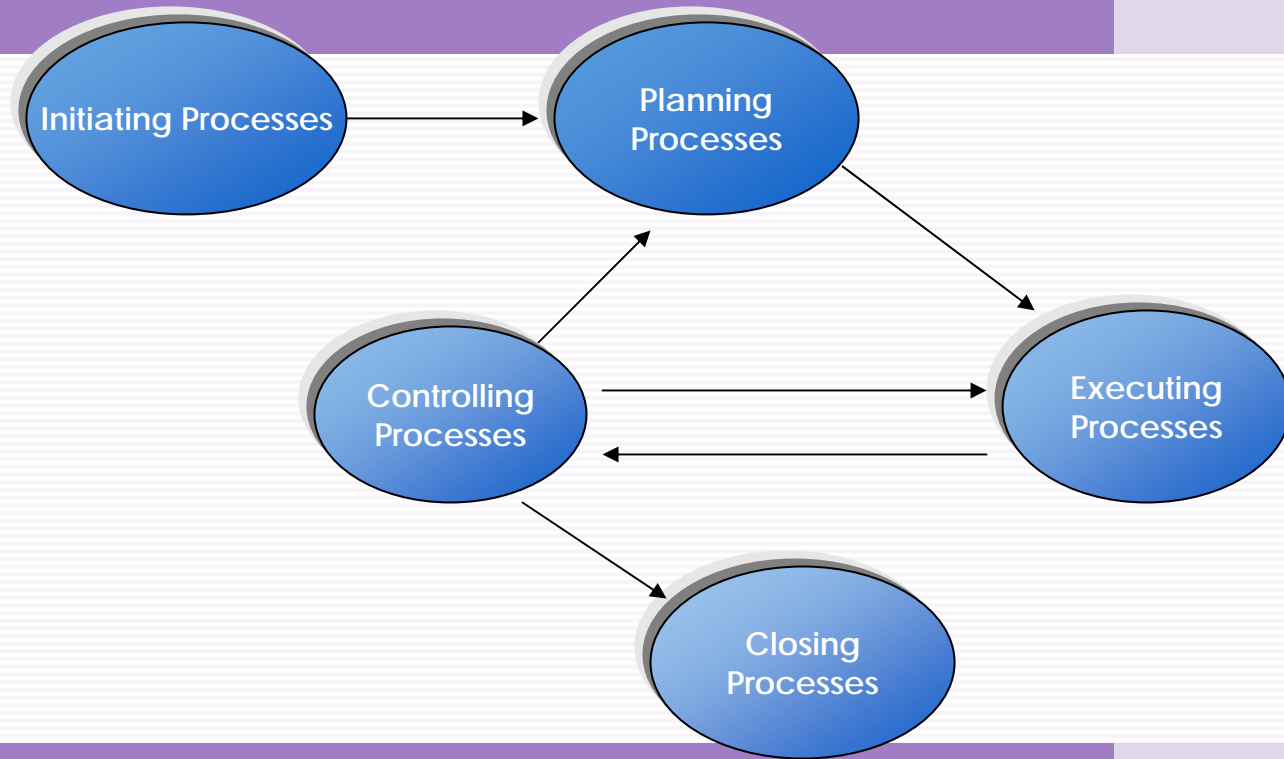
Building Cohesion



“No duty the executive had to perform was so trying as to put the right man in the right place.”

Thomas Jefferson

How to Apply to Improve Performance



PMBOK Guide[®]

What We Learned Today

- The 8 Ways of Thinking and Associated Personalities
- How to Apply the 8 Ways of Thinking
- How to Increase Performance

What's Next?

- Optimize
Your
ThinkingSM
- The
OptigonTM





Now you can optimize your thinking



With Purple Box Seminars by Optimo, Inc., you can discover your inherent strengths as a thinker and problem solver and then optimize these traits to better work for you. The resulting leadership, cognitive, and people skills can impact how you approach your job and even your life.

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