CONCEPT

Personality Development: Behavioural Styles, Self-Confidence and Professional Image

1 – 5 November 2027
Paris - Right Bank business hotel



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Ref: 896_21102 **Date:** 1 – 5 November 2027 **Location:** Paris - Right Bank business hotel **Fees:** 23500 SAR

Introduction:

Personality development at work is often left to chance: early-career staff and experienced professionals misread colleagues whose temperament differs from theirs, hesitate to speak up, react poorly under pressure and project an image that undersells their ability. This Core Concept course gives participants a practical, non-clinical method to map their own traits and behavioural style, recognise the styles of others, flex their approach, strengthen self-confidence and self-discipline, and align daily conduct with personal values. Each participant builds a Personal Style Profile and a 90-Day Personality Development Plan.

Course Objectives:

- Describe their own temperament using the Big Five trait dimensions and a four-style behavioural model, with evidence from self-reflection and peer feedback
- Identify the typical strengths, blind spots and pressure reactions of each behavioural style, including their own
- Adapt tone, pace and level of detail when working with colleagues and clients whose style differs from their own
- Strengthen self-confidence and self-image by challenging limiting self-beliefs and preparing for high-visibility moments
- Regulate emotional reactions and build self-discipline routines that support consistent conduct at work
- Produce a Personal Style Profile and a 90-Day Personality Development Plan linked to personal values and goals

Target Audience:

- Early-career staff settling into their first professional roles and team relationships
- Specialists and technical staff whose work increasingly involves colleague and client contact
- Administrative and support staff who coordinate across departments and deal with varied temperaments
- Customer-facing and service staff who need to adjust their manner to different people
- Professionals preparing for broader responsibility who want a clearer view of their own style

Course Outline:

Day 1: Self-Awareness and Personal Identity at Work

- Personality, Character and Temperament: Working Definitions for the Workplace
- Johari Window Mapping: Open, Blind, Hidden and Unknown Areas
- Ideal Self Versus Actual Self Gap Reflection
- Life Line Exercise: Formative Experiences and Workplace Habits
- Current-State Self-Rating on Confidence, Composure and Self-Discipline

Day 2: Personality Traits and the Four Behavioural Styles

- Big Five Trait Dimensions: Openness, Conscientiousness, Extraversion, Agreeableness and Emotional Stability
- Four-Style Behavioural Model: Direct, Expressive, Steady and Analytical Tendencies
- Pace and Priority Axes: Task Versus People and Fast Versus Measured
- Style Strengths, Blind Spots and Pressure Reactions Matrix
- Limits of Self-Report Style Questionnaires and Avoiding Labels

Day 3: Style Flexing, Self-Confidence and Self-Presentation

- Style Recognition Cues From Speech, Email and Meeting Behaviour
- Style Flexing Grid for Requests, Updates and Disagreement
- Limiting Self-Belief Audit and Evidence Log for Self-Confidence
- Self-Introduction Script: Role, Contribution and Point of View
- First Impression Checklist: Punctuality, Preparation, Dress Code and Digital Footprint

Day 4: Emotional Self-Management, Self-Discipline and Values

- Trigger-Response Log for Criticism, Setbacks and Conflicting Styles
- Pause-Label-Reframe Routine for Emotional Composure
- Habit Loop Design: Cue, Routine and Reward for Self-Discipline
- Personal Values Sort and Value-Behaviour Consistency Check
- SMART Personal Goals Linked to Values and Role Expectations

Day 5: Role-Play Practice and the 90-Day Development Plan

- Role-Play: Flexing to an Opposite Style in a Team Request
- Role-Play: Self-Introduction and Opinion Under Senior Questioning
- Peer Feedback Round Using a Behavioural Observation Sheet
- Personal Style Profile Consolidation: Traits, Style, Strengths and Blind Spots
- 90-Day Personality Development Plan With Milestones and an Accountability Partner

Skills You Will Gain:

- Self-Awareness
- Behavioural Style Recognition
- Style Flexing
- Self-Confidence Building
- Emotional Self-Regulation
- Habit Formation
- Values Clarification
- Personal Goal Setting

Why Attend This Course:

- Leave with a Personal Style Profile and a 90-Day Personality Development Plan reviewed by peers
- Understand why some working relationships feel difficult and what to change in your own approach
- Rehearse speaking up, introducing yourself and handling tense exchanges with structured feedback
- Compare styles and habits with participants from different sectors, organisations and countries

Conclusion:

Personality development is a steady, practical process rather than a one-off test result. The week moves from self-awareness and personal identity, through trait dimensions and the four behavioural styles, to style flexing, self-confidence and self-presentation, then emotional self-management, self-discipline, values and goals. The final day applies these methods in role-play and peer feedback, and each participant completes a Personal Style Profile and a 90-Day Personality Development Plan to guide growth back at work.