

# PPT – The Pig Personality Test

Leading Requires Excellent Communication Skills

AAIM EMPLOYERS' ASSOCIATION



Parts of Your Pig Tell A Lot About You



# Communication Process



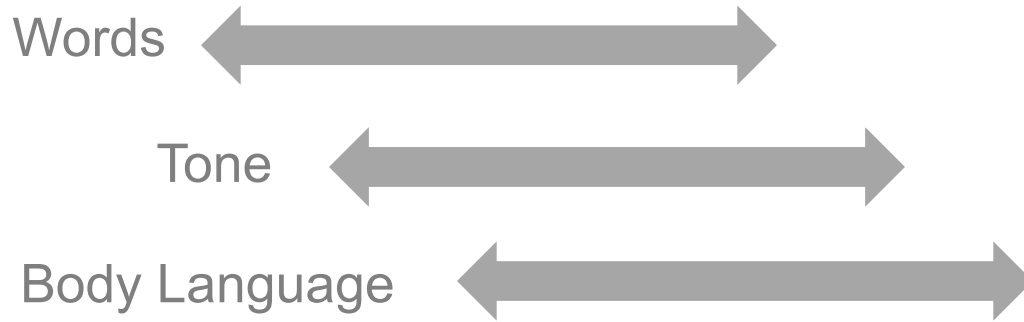


# NONVERBAL COMMUNICATION



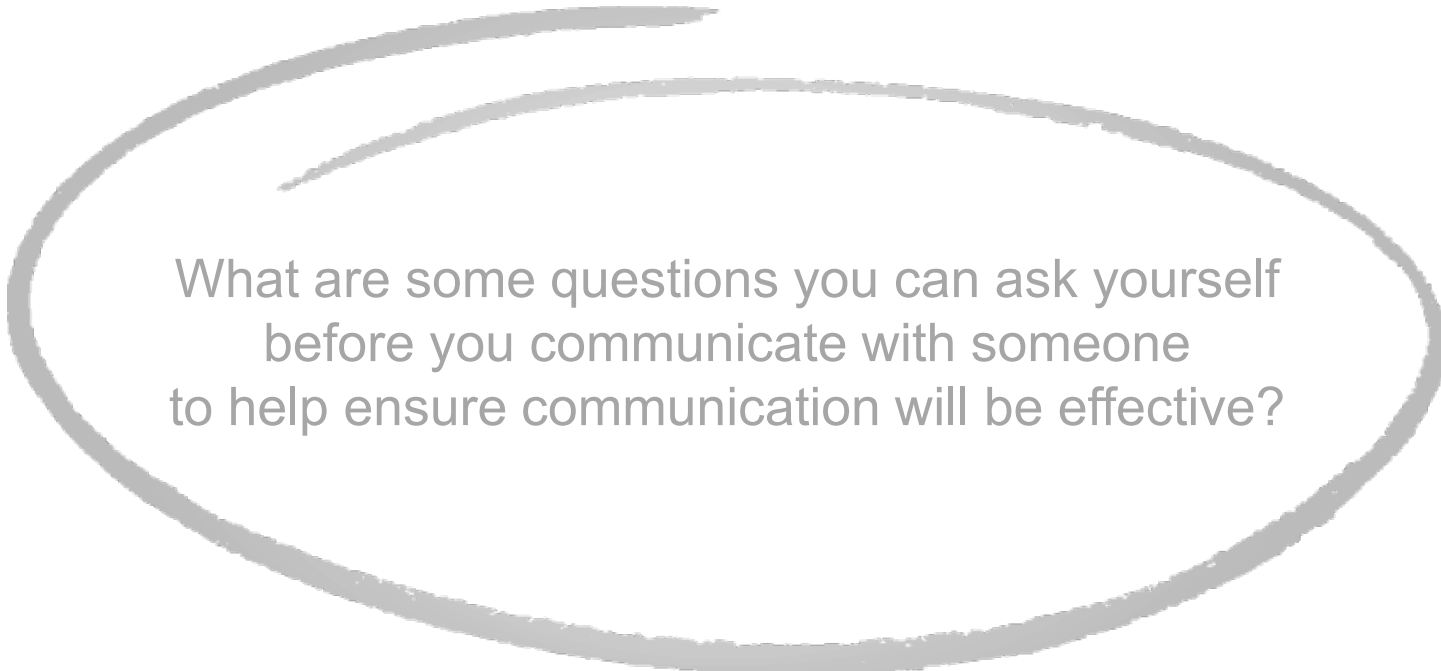
# YOU ARE ALWAYS COMMUNICATING

## BUT WHAT DO PEOPLE HEAR?



*We communicate on 3 channels all the time!*





What are some questions you can ask yourself  
before you communicate with someone  
to help ensure communication will be effective?



# LISTENING: THE OTHER PART OF THE EQUATION

*SEEK TO UNDERSTAND RATHER  
THAN TO BE UNDERSTOOD*

*Ask open-ended questions*

*Restate the message*

*Ask for confirmation & understanding*

*Admit when you don't get it*



## Your Pig Ears - Listening

Seek **FIRST** to  
UNDERSTAND  
rather to be  
UNDERSTOOD



# ACTIVE LISTENING

- Be Present
- Eye Contact & Posture
- Acknowledge
- Choice of words



A blurred, grayscale image of a city skyline, likely New York City, with the Empire State Building being the most prominent feature in the center. The image is used as a background for the text.

THANK YOU

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