

# Bring out the Best in Everyone

Core  
Topics

**FALL 2024:**  
Virtual Session  
September 4-6  
and 11-13



# Save the Date

Join us for an interactive and engaging virtual experience.  
100% online, 100% human.

- ❑ PCM Core Topics teaches the foundational concepts of PCM. It is the first step in your PCM learning experience.

## VIRTUAL TRAINING DATES | FALL 2024

- ❑ **PCM Core Topics | 6 half-days: Sept 4-6 and 11-13**  
**\$1599 USD**
- ❑ Time for each half-day will be: 9AM-12PM EST



PCM Core Topics is accredited by ICF.

- ICF coaches get 13 hours of credentials:
- 5 in Core Competencies
  - 8 in Resource Development

# Practice PCM in 4 Steps



1. Be Aware  
of your personality



2. Recognize  
what other people do,  
say, and show



3. Adapt  
your communication style



4. Build  
better relationships

# PCM Core Topics | 6 half-days

## The Basic Concepts of Communication

- Distinguish that the way you say something is more important than what you say.
- The six Personality Types and their specific way of communicating.
- Presentation to each participant of his/her personality structure.

## Understand and Manage Distress Behavior

- Distress and the different manifestations
- The three degrees of distress: drivers, failure mechanisms, and despair.
- The consequences of distress on our efficiency, our communication and our management style.

## Manage Situations of Miscommunication, Misunderstandings

- How to manage inefficiency and conflict.
- Effects of stress in communication which generates stress in others.
- Identify behaviors of stress in others.
- How to manage PCM to return to positive and productive communication.

## Develop positive communication

- The rule of communication.
- The different modes of perception by each personality type.
- Recognize the signs, attitudes, and behaviors indicative of the personality type of the person you are communicating with and use the right communication channel.

## Motivate

- Psychological needs: what motivates and what does not motivate.
- How to satisfy everyone's psychological needs.

# Training Material Provided for PCM Core Topics

- ☑ All material provided digitally
- ☑ PCM Core Topics Participant Guide
- ☑ PCM Summary
- ☑ PCM Profile: 30-page personalized profile
- ☑ Action plan to improve quality of life
- ☑ 1-month complimentary access to PCM Virtual Learning



# Benefits that are Boundless

## PCM Core Topics will help you:

- Improve your communication strategies with a wholistic approach to **adaptive communication**.
- Build **positive personal connections** with anyone.
- Learn how to observe and **understand your own behavior**, understand **the behavior of others** and how to communicate with them effectively.
- Learn how to analyze conflict and miscommunication and know how to find resolution and return to **effective communication**.



# Life happens, we understand

## View our cancellation and payment policy

### Payment Policy

A nonrefundable deposit of \$500 is required at the time of registration. **Registration must be paid in full 30 days before the first day of training.** If payment has not been received before the training begins, access will not be given to the participant.

### Cancellation Policy

All cancellations must be received in writing. They may be emailed to [heather.cuccias@kahlercommunications.com](mailto:heather.cuccias@kahlercommunications.com). Full refunds will be made if written notice of cancellation is received 30 days prior to the first day of training. If you cancel 15 days prior to the first day of training, half of the fee will be refunded. No refunds will be made for cancellations received less than 15 days prior to the start of the training seminar.



# Testimonials

“Taking training sessions for Process Communication Model at Kahler Communications was one of the best decisions so far. It helped me on both a personal and society level. **I have learned about myself, my psychological needs, and how I can build a thriving atmosphere as a leader** by understanding people and building a comfortable communication bridge with them. I believe PCM is a very valuable asset for every person and every company as they can understand how to build a healthy and effective workplace where people are motivated and developed.”

Malika Baymuradova, PCM Trainee

“Suddenly facing confinement and having to do training online seemed to be at least uncertain for me. Fortunately, with Mickael on command of the ship, we had an amazing journey. Lots of fun and we got even more deep into the PCM Topics. I highly recommend the model. **It helped me understand who I am and how to properly communicate with others.** Thanks guys!”

Marc Cabedo, PCM Trainer



# Are you ready? Take the next step to a world of difference.



Heather Cuccias

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501-276-0688 - Kahler Communications, Inc.

[Register here](#)

