



Capital City Chapter–Association for Psychological Type

Calendar of Events for 2011-2012

Meetings are held at UC Davis Extension (Sutter Square Galleria) 2901 K Street, Sacramento. Enter parking from J or K Streets, between 29th and 30th, under Business 80 (Capital City Freeway). Take elevator to third floor and Room 305. **For more information** contact Saori Choulos at (916) 632-8591 or Richard Hendrickson at richard@ccc-apt.org, and **always visit** www.ccc-apt.org for news and updates.

October 29, 2011 *Fundamentals of Decision Quality – For Types Differing*

Carl Spetzler, PhD (ENTP) The CEO of a global consulting firm that also trains executives in Value-Based Leadership returns to share what his foundation teaches teens across the US about type and quality decision making. Carl's presentation is perfect for anyone who deals with decision makers at any level, or youth, whether you're new to type knowledge or more experienced.

November 19 *Sales & Marketing through Type*

Sterling Bates (ENTP) A small business owner and trainer, Sterling is designing an app for adapting your pitch to your customer's type. He brings his presentation from the APTi Conference, based on sales and marketing research that identifies the four key behaviors of buying style. Learn *your* buying style and how to interact with each style to be more persuasive, close more deals, and retain more customers.

January 28, 2012 *New Step III and Type Development -- Isabel's Legacy* AM & PM Sessions

Allen Hammer, PhD (INTP) **AM:** The author/co-author of many MBTI® publications, Allen unveils what's radically new about the latest assessment tool, plus more discoveries from Isabel Myers' unpublished research, and surprises about how type development happens. **PM:** Allen presents for the first time recent findings about "close scores" and their implications for each type. Both sessions offer insights for you, your clients, students, and team members, whether new to type or more experienced.

February 25 *Time Dynamics, and Working Remotely* AM & PM Sessions

Susan Gerke (ESTJ) After 21 years with IBM, in tech support and management / leadership development, Susan launched her own consulting company "to help people work better, together." She now designs / delivers leadership and team programs for executives and teams in a wide range of companies and industries. Susan brings us insights from two of the books she has co-authored: *Time Dynamics* and *Working Remotely*, both based on Linda Berens' Interaction Styles model.

March 24 *More Effective Relationships in the Workplace and Beyond*

Linda Berens, PhD (INTP) *Interactions Essentials* is the newest book by this award winning author and trainer. Without using type codes or cliches, Linda takes us straight to the skills and strategies essential for becoming a more powerful communicator. *Self Discovery*, *Making Space*, and *Shifting* are three of the elements you will learn in this highly interactive workshop. It builds on the refresher of Berens' Interaction Styles you will receive in February's sessions.

April 28 *The American Political Psyche, Is this Development?*

John Beebe, MD (ENTP) Dr. Beebe first presented his analysis of the American Political Psyche, using film clips of candidates from the 2008 national election, at the beginning of the Obama administration. We joined in decoding the personality types on the screen before us and considered the direction of our national political psyche. John returns for another analysis as the 2012 campaign heats up and he asks, where are we heading now?

Join us for each of these exciting, new learning opportunities during the 2011-2012 Season at CCC-APT!