

Learning Objectives of the 10 Units of AiA Classic™

Unit 1 Communications

- Welcome participants to AiA Classic™ and describe the program and process
- Describe the Facilitator role, the learning process and the learning system components
- Describe the role of the group leaders and the skill development of group leader roles
- Examine current communication skills and problems in communication
- Define and apply principles of good listening habits and behaviors
- Examine attitudes underlying communication problems
- Demonstrate the group-learning process, building trust and open discussions

Unit 2 Attitude Awareness

- Examine perceived individual strengths and weakness utilizing self-assessment
- Discover other people's perception of the individual utilizing feedback
- Examine attitudes of self-image and their expression in behavior and personally

Unit 3 Self-Confidence

- Define the dynamics of attitudes as "the way you think" that leads to, and is expressed as, behavior and personality in daily lives with resulting consequences
- Discover and apply affirmations as a self-management tool
- Examine emotional responses to situations and define alternative reactions and choices in managing emotions
- Develop self-confidence, flexibility and the ability to communicate emotions

Unit 4 Understanding

- Utilize the previously learned emotional-reaction options in situations designed to increase awareness of empathy and understanding
- Discover the effect of lack of empathy on interpersonal relationships
- Examine how we treat others as "non-persons" as a result of concern for self
- Develop skills and strategies to effectively engage others in a positive way

Unit 5 Personality

- Explore the principles of attitudes and their effect on leading others
- Define methods by which others will respond more positively in work situations
- Assess individual personal needs and identify ways in which personal needs are met in relationships with others
- Develop strategies, skills and attitudes to solve problems with people

Unit 6 Relationships

- Assess and apply communication strengths and challenges in relationships
- Examine and define what constitutes a problem in relationships and work situations
- Explore and apply creative problem-solving techniques
- Develop skills, strategies and attitudes to solve problems with people

Unit 7 Group Dynamics

- Explore the differences in the way individuals perceive themselves and how others see them, focusing on strengths and positive characteristics
- Discuss personal values intensely as a method to learn how groups choose leaders, interact, cooperate, agree and come to consensus
- Examine the multiple groups to which individuals belong
- Apply group consensus and agreement strategies to interpersonal relationships, work relationships and marriage
- Identify the importance of, and develop attitudes accepting of, personal responsibility

Unit 8 Work

- Identify the barriers in place because of fear and doubt
- Define the characteristics of belief and attitudes about work and how they influence behaviors and results in the workplace
- Determine those environments and conditions that create engaged and motivated people
- Develop the six-step written action plan to improve motivation at work
- Explore the attitudes and patterns of thinking conducive to personal motivation, belief and commitment

Unit 9 Purpose and Goals

- Determine a purpose in life, a personal vision and a mission
- Identify the impact of expectations on behavior and results in relationships and work
- Assess individual satisfaction with life and determine the role personal responsibility and choices have on life satisfaction
- Develop an extensive written outline of short and long-term goals that support ones' life purpose
- Define affirmations and self-image attitudes necessary to support the achievement of goals and purpose

Unit 10 Personal and Professional Development

- Evaluate attitudes and expectations toward time and their impact on self-management effectiveness
- Explore patterns of thinking about time and develop ways to become more productive
- Learn the development and history of attitude development and its application in the learning process, specific to participant's personal and professional development
- Examine the seven great attitudes and how they can become part of an ongoing personal and professional development plan
- Conclude the program, award certificates, prepare participants who will attend the Train-the-Trainer session