



ProFIEL® *Universal principles in human variety*

人类 各种各样的通用原则

... for better understanding @ work and everywhere

为了更好的理解@工作和无处不在

An experienced program, based on a Master Thesis in 2007 for AKAD University Stuttgart in cooperation with University Hamburg. It has been performed in various companies (e.g. Karlsruher Institute for Technology KIT, biggest european research foundation) and evaluated two times. Result: improvement of quality and outcome for the evaluated relationships at work, only in running exactly this program:

50-60 % within a few months.

以 2007 年斯图加特学会大学和汉堡大学合作的专家论文为依据的一个有经验的程序。已有许多家公司执行了该程序（如：卡尔斯鲁厄技术研究所，欧洲最大的研究基金会）并且评价了 2 次。结果：仅仅执行了该程序几个月，评价的工作关系质量和结果提高了 **50-60 %**。

Sabine Gramm: *“Menschenkenntnis. Kernkompetenz im Human Resources Management“*

Sabine Gramm: “人性的知识。在人力资源管理的核心竞争力”
Grin Verlag, Norderstedt/Germany 2007, ISBN 978-3-656-67011-7

德国诺德施泰特微笑出版社，2007 年，ISBN 978-3-656-67011-7

It's aligned with the very successful program „*Improving Selfawareness and Relationships*“ we run for Airbus Group in France and Germany since more than 10 years.

它与非常成功的程序“提高自我意识和工作关系”一致，我们已在法国和德国的空客集团运作了 10 多年。

1. **F**unded Selfawareness: *大量自我意识*

Who am I? 我是谁?

3 Centers of Intelligence and their qualities, 9 different patterns in thinking, feeling and doing, 9 different options in us, values, lines of attention, life strategies: Ontogram.

智慧和质量的三个中心，思考，感觉和做 9 个不同模块，9 个不同的选择，价值取向，注意方法，生活策: Ontogram.

2. **I**ndividual Personal Development: *个人的发展*

How can I unfold my inner self? 我怎样才能展现我内心的自我?

Horizontal and vertical unfoldment for each of these 9 patterns, experiences for body, mind and soul in diving into all of them with EnneaMotion, based on Enneagram.

以九型人格为依据，横向和纵向展现 9 个模块的每一个，用九型动态潜入身体，内心和灵魂的经验。

3. **Elemental Knowledge of Human Nature:** 对人性的基本认识

Who are the others? 别人是谁?

Psychology of C. Jung about the differences in consciousness and subconsciousness between these 9 patterns, 9 collective perspectives in the world: Unigram.
荣格心理学关于世界上这 9 个模块之间意识和潜意识的不同, 9 个共同观点: Unigram

4. **Lively Communication:** 充满活力的沟通

How to handle with them? 如何处理?

Differential Communication by Schulz von Thun, how to solve conflicts through building individual bridges in communication to each other, also intercultural: Communigram.
舒尔茨.冯.图恩的差别沟通, 如何通过建立个人相互之间沟通桥梁类解决冲突, 也是跨文化的: Communigram

Certificate: **ProFIEL® - EXPERT IN HUMAN GRAMMAR**

证书: **ProFIEL® - 人类语言知识及运用能力专家**

Modules 1,3,4 can be booked separately, each module lasts 1 day.

模块 1, 3, 4 可以单独订购, 每个模块需要一天。

The entire program includes 3 coaching sessions for every participant, personally or via Skype.

对每位参加者, 整个程序包含 3 个辅导课程, 面授或通过 SKYPE。

All training days include meditation exercises for relaxation.

所有的培训日包含放松冥想练习。

ProGramm®
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