MENTAL EDGE SOLUTIONS · PCM TRAININGS

Learn to speak the language *each person hears*

Understand others better. Understand yourself deeper.

In the moments that matter, reaction beats intention. Under pressure, capable people fall back on automatic patterns. The same message lands with one person and misses the next. Feedback is heard as criticism. A good colleague withdraws and is read as disengaged. The Process Communication Model (PCM) shows how each person takes in the world, what keeps them motivated and how they react under stress, so these moments become predictable, and changeable.

~20 years
Used by NASA in astronaut selection (1978–1996)

1.8M+
People trained across 60 countries

50+ years
Developed by clinical psychologist Dr. Taibi Kahler

13 ICF hours
PCM Core Topics is ICF-accredited for coaches

FOR LEADERS

Adaptive Leadership and Communication

- **Adaptive communication:** speak so each person can hear you, and stay yourself.
- **Manage each person their way:** more direction, more say, more care or more freedom.
- **Feedback and motivation that land:** matched to what each person needs.
- **Lead change with less resistance:** anticipate how each person reacts.
- **Steadier under pressure:** know your own default, and lead from choice.

FOR TEAMS & SALES

Turn team friction into performance

- **Work with each person on their terms:** the way each colleague is wired.
- **See stress and conflict coming:** and de-escalate before it spreads.
- **Keep each other motivated:** know what energizes and what drains.
- **Talk through differences:** in words both sides understand.
- **Reach each client their way:** adapt the pitch, the objections and the close.

Every training includes

- Each participant's own certified PCM profile (around 30 pages)
- A one-to-one session to make the profile practical
- A team profile summary: communication, motivation, stress, strengths
- Sessions built on your team's real situations

Programs

- **PCM Core Topics:** the foundations, no prerequisite
- **Tailor-made:** built around what is happening in your organization
- **PCM Advanced Topics:** conflict and stress in depth
- In person or online, tailored to your group

About Corin Gasdoiu

Performance coach for leaders, entrepreneurs and high performers, and trainer of the teams around them. Certified PCM Trainer (Kahler Communications); NLP Master Practitioner and Trainer, certified with Richard Bandler and mentored by NLP co-founder Frank Pucelik; Strategic Intervention Coach (Robbins-Madanes).

Process Communication Model® is a registered trademark of Kahler Communications, Inc.

Let's talk about what the friction in your team is costing you.

corin@mentaledgesolutions.com
mentaledgesolutions.com