

## MBTI® — The Myers Briggs Personality Inventory

The MBTI® instrument is the most widely used personality inventory in history. Used in a huge variety of circumstances, it is particularly suited to the realm of business where teamwork is of such vital importance. Helping team members to understand not only their own personal preferences but also those of their colleagues is one of the most important steps towards building genuine teamwork, improving productivity, and reducing conflict and demotivation.

### *Who will this event benefit?*

Any team that needs to work together to achieve results: business teams, management teams, project teams, key account teams, product development teams, etc.

### *What will you gain?*

As a result of attending this workshop, each team member will:

- Identify and understand their own personal preferences, and so their own working, leadership and interactive style, and how that style affects others
- Identify and understand the ‘personal preferences’ of their colleagues
- Recognise how differences in people’s personality preferences can work to the benefit of a team
- Be able to use their understanding to accommodate the needs and personalities of colleagues, and so maximise collaboration and minimise conflict
- Be able to use their understanding to improve personal and team communication
- Be able to use their understanding to increase team productivity

### *What the programme involves:*

The MBTI® tool determines personal preferences on four scales:

- |                |                |                               |
|----------------|----------------|-------------------------------|
| - Extraversion | - Introversion | - How we receive our “Energy” |
| - Sensing      | - Intuition    | - How we receive our “Focus”  |
| - Thinking     | - Feeling      | - How we make our “Decisions” |
| - Judging      | - Perceiving   | - How we live our “Lifestyle” |

Delegates complete a self-assessment before the workshop. The results are used by the workshop facilitator, who will lead the team through a series of discussions and exercises to allow them to understand and identify their own preferences; those of their colleagues; and the implications of the resultant mix in the team.