

Personality Styles - Taking the Guesswork out of Working with, Selling or Leading anyone!

OBJECTIVE

The Myer Briggs Type Indicator is one of the most useful tools in organising what you know about yourself and others. Based on Carl Jung's theory of psychological type, the MBTI is now the most widely used instrument in the world for understanding normal personality differences. Participants will complete their own personal type indicator and will receive a booklet discovering their preferences. By the end of the session participants will learn how to use psychological type to better lead, work with, sell to and service others.

TARGET CUSTOMER

Anyone who would like to improve their effectiveness with others.

WORKSHOP OUTLINE

- How to improve your impact on those around you.
- Sell to anyone regardless of style.
- Recognise the basic personality styles - how to communicate and make decisions
- Gain a better understanding of yourself and people around you
- Build better teams
- Improve Communication Skills
- Reduce stress and conflict
- Improve personal relationships
- Understand how personalities can affect the business process

DURATION

Full Day