

Building Communication, Influence and Relationship Skills: **MBTI Application Seminar**

This one-day virtual seminar is designed to help managers understand and apply techniques to **improve communication, decision making, influence, conflict management and working relationships with key “influence targets”** (clients, prospects, colleagues). Appropriate for **individuals** and **intact teams**.

The course is highly interactive and moves at a rapid pace. It is appropriate for individual team members and team leaders at all levels of the organization. **Improving communication, inclusion and engagement across cultural and generational boundaries** has proven to be highly effective using the methods and techniques developed on the program.

The **role of personality type in the influence process is central to the program**. The program utilizes an advanced version of the **Myers Briggs Personality Type Indicator** (“**MBTI Step II**”). The **MBTI** is an instrument which is frequently used in the work environment for team building, leadership development and the enhancement of interpersonal relationship skills (communication, conflict management, influence / persuasion, etc.).

The **MBTI** is based on the theories of the Swiss psychiatrist Carl Jung and is one of the most valid, reliable and powerful instruments of its type. It is also one of the most complex. **The skills and experiences of the instructor are critical to getting real value from the process.**

Group: _____ Group size = _____ Group Type = _____ Group Temperament: SJ = _____ NT = _____ NF = _____ SP = _____ Dichotomy Distribution: E = _____ I = _____ S = _____ N = _____ T = _____ F = _____ J = _____ P = _____ <small>©Lynn Reed Associates, Inc.</small>				
	ISTJ Most Responsible	ISFJ Most Loyal	INFJ Most Contemplative	INTJ Most Independent
	ISTP Most Pragmatic	ISFP Most Artistic	INFP Most Idealistic	INTP Most Conceptual
	ESTP Most Spontaneous	ESFP Most Generous	ENFP Most Optimistic	ENTP Most Inventive
	ESTJ Most Hard Charging	ESFJ Most Harmonizing	ENFJ Most Persuasive	ENTJ Most Commanding

Participants learn that differences in various dimensions of the model (“personality preferences”) often directly correlate with **poor communication, conflict and lower levels of engagement**.

Delegates work to understand the role of personality type in the formulation of their own perspectives on key issues and then learn how to better understand the viewpoints of others.

This process establishes the foundation for **dramatic improvements in employee engagement and inclusion across the team**.

Techniques to simplify the complexity of the **MBTI** model are covered in depth to enhance learning and retention. Real-time feedback helps to increase delegates’ effectiveness in leading teams, influence situations and opportunities to develop relationships.

Lynn Reed’s delivery approach uses simple examples and humor to make the program come alive and get people to relax about subject matter that some may initially view as somewhat sensitive. He developed expertise in the application of the **MBTI** (basic and advanced techniques) under the guidance of **one of the most recognized MBTI experts in the world**.

Lynn has extensive experience in conducting this program globally with excellent results. If you would like to learn more, please do not hesitate to contact him directly - you will not be disappointed.

Our passion is contagious!

Contact Lynn Reed in the USA on 908-500-2425
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