



## MBTI Based Programs

Discover the Power of MBTI & Unlock Individual and Team Potential

### Program Overview

Myers Briggs Type Indicator (MBTI) is one of the most useful personality indicator tools in use today. Some 5 million people take the indicator each year and it has been around since the 1940s. It is used extensively for self-understanding and development, Leadership training and Organization development.

We offer a variety of MBTI based workshops designed to meet your needs:

### Who should attend?

For mid – senior level managers who manage teams as part of leading a function or business.

### MBTI & Team Building

Managing teams as a leader invariably requires both the leader and the team to work together as one cohesive work unit to achieve organizational goals. The success of the leader depends upon getting results through others, which requires an in -depth understanding of each team members strengths, gifts, personality, etc. and how this knowledge can be further leveraged to work together to enhance overall team performance and results. This workshop presents a framework to assist teams in functioning more effectively.

### MBTI & Innovation

To be a market leader in a competitive business environment, one must innovate continuously. The organisations that need to retain the competitive edge must at all times establish a pattern of consistent delivery of quality innovations. This workshop provides a roadmap for teams to harness creativity, leverage diverse strengths, innovate to gain a competitive advantage in the marketplace.



**Human  
Network**  
Developing People, Accelerating Performance

## MBTI & Navigating Change

On-going or disruptive change is an integral part of modern corporate world. Organization's as part of the organisational renewal strategy may undergo inorganic growth, business diversification, mergers, acquisitions, restructuring, downsizing, outsourcing etc. To manage this complex change process, organizations need to invest in helping people navigate these transitions to achieve their stated objectives. This workshop helps employees to build resilience, flexibility to cope with change, adjust to new realities as a way of life and navigate organisation transitions successfully.

## MBTI & Emotional Intelligence

Emotional Intelligence (EQ) is a term used to describe a complex ability to regulate your impulses, empathize with others, persist and be resilient in the face of adversity. Developing one's emotional intelligence will help leaders and managers enhance their leadership abilities, enrich their relationships, extend their influence and leverage personal resources to significantly lead the organisation. This workshop helps leaders and managers enhance their EI competencies and engage individuals and teams to peak perform.

## MBTI & Conflict

Conflict is natural part of everyday corporate life and can be a source of creativity or disruption depending upon how it is handled. Leaders and managers need to recognise conflict triggers, understand interpersonal dynamics, determine how to intervene in a conflict situation and influence win – win outcomes. This workshop offers a framework to understand self and others in conflict situations, explore underlying issues, appreciate differences and create a pathway to manage conflict constructively.

## MBTI & Relationship Based Selling

Relationship Based Selling refers to sales techniques that focus on the interaction between the buyer and the sales person rather than the price or details of the product. Knowing how customers are different, getting in touch with needs, talking their language is necessary to build rapport, trust and a long term successful relationship. This workshop helps you to better understand your customers and adapt your approach to enhance your sales effectiveness.

## Methodology

A highly experiential workshop with syndicate exercises, peer-to-peer reflective dialogue, inquiry based learning and leveraging powerful insights for behavioural transformation.

## Duration: 1 – 2 days (for each program theme)

## Why choose “MBTI based programs”?

**Simply because, Personality is more hard-wired and difficult to unlearn and may help or hinder one’s ability to access one’s potential.**

- Provide vitals insights into one’s personality as a pathway to self-realization.
- Broaden understanding of the application of MBTI and enhance personal effectiveness
- Leverage knowledge of personality types in a wide variety contexts including individuals & teams and accelerate results

## What results you can expect?

- Improved interpersonal communication
- Enhanced teamwork & Synergy
- Inspirational leadership leading to highly engaged teams
- Improved ability to manage and adapt to change
- Increased individual and team innovation Quotient

## How do we support you post the workshop?

- One to One Coaching (Face to Face or Tele- Coaching)
- Peer to Peer Learning Networks
- Group Coaching
- IDP Implementation support
- Progress Review

## Need more information?

To discuss how this program can help you achieve your goals:

**Call: + 91 99 200 52172 or [mailus@human-network.in](mailto:mailus@human-network.in)**

## About Us

Human Network is a leading edge leadership and talent development consulting firm. Our core areas of expertise include Leadership development, Executive Coaching and Custom interventions designed to build critical competencies for success and accelerate performance.

To learn more about how we can partner with you to build the right capability building architecture to drive performance, log on: [www.human-network.in](http://www.human-network.in)