

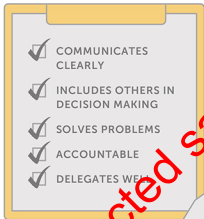
# MAKING TEAMS WORK

Powered by the FIRO<sup>®</sup> Assessment

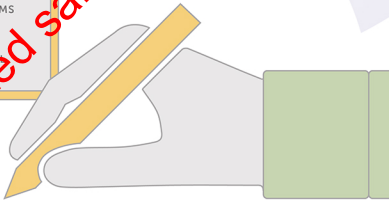
PRESENTED BY  
YOUR NAME HERE

Selected sample slides

# Behavior – What Others See



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MODULE 1

**INTRODUCING  
INTERPERSONAL  
NEEDS AND THE  
FIRO® ASSESSMENT**

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# ACTIVITY

## Fulfilling Your Needs *CONTINUED*

### Interpersonal Needs

- ◆ Do you receive too little – are you unfulfilled?
- ◆ Do others give too much – do you feel smothered?
- ◆ Do you receive just the right amount?



Selected sample slides

# ACTIVITY

## How We Perceive Each Other CONTINUED

How do you perceive others?

Our perceptions of others affect how we make decisions.



# Interpersonal Needs and Behavior



## Observed Behavior

## FIRO Explanation

"I think he is too controlling."

You may have low  
Wanted Control

"I like to get to know people's  
interests and background."

You may have medium or high  
Expressed Affection

"I feel left out and excluded."

You may have high  
Wanted Inclusion

"I never feel appreciated."

You may have high  
Wanted Affection

"I often try to get others  
involved."

You may have high  
Expressed Inclusion

"I like taking on new  
responsibilities."

You may have medium or high  
Expressed Control

Selected sample slides

# Action Planning

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