

IMPACTFUL INFLUENCING

Harnessing the Power of Myers-Briggs® Type

PARTICIPANT WORKBOOK

Selected Sample Pages

IMPACTFUL INFLUENCING

Harnessing the Power of Myers-Briggs® Type

PARTICIPANT WORKBOOK

DAMIAN KILLEN
DEREK CARTER
BRENDAN DOYLE
ANN FLAHERTY
SHARON MORAN

Selected Sample Pages



INFLUENCING AND YOU

Take a few minutes now to answer the following questions.

What are three words that you associate with the word *influencing*?

1. _____
2. _____
3. _____

How would you rate your current level of *influencing effectiveness*?

1	2	3	4	5	6	7	8	9	10
---	---	---	---	---	---	---	---	---	----

NOT AT ALL EFFECTIVE

VERY EFFECTIVE

What goals do you want to achieve as a result of attending this workshop?

MBTI® RECAP

In each preference pair, choose the preference that fits you best. Then write your four-letter type in the boxes at the top of the opposite page.

OPPOSITE WAYS TO DIRECT AND RECEIVE ENERGY



Extraversion

Drawn to the outer world of people and experiences

Do-think-do

Expressive and talk things through

Breadth of interest



Introversion

Drawn to the inner world of thoughts and reflections

Think-do-think

Contained and think things through

Depth of interest

OPPOSITE WAYS TO TAKE IN INFORMATION



Sensing

Use the five senses

Notice details, specifics, and what is real

Practical, factual, and realistic

Focus on the here and now



Intuition

Use insights and connections

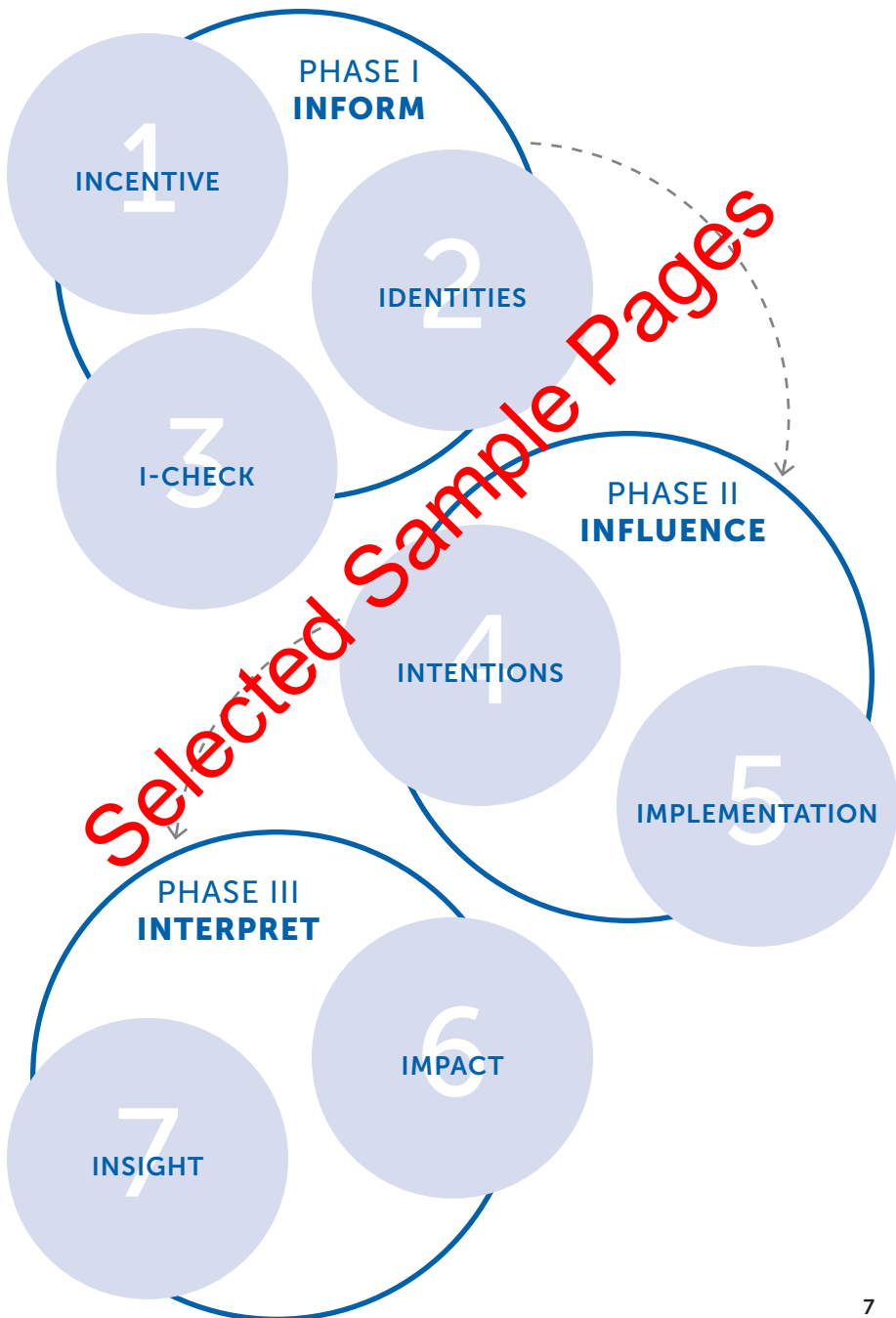
Notice patterns, ideas, and what is possible and new

Imaginative and big picture oriented

Focus on anticipating the future

THE INFLUENCING ROAD MAP

The Influencing Road Map has three phases and seven stages. It is shown in full on pages 8 and 9. Pages 10–15 show the descriptions of the stages, along with an activity for each stage.



I: Inform

1. INCENTIVE

What do you want to achieve?

Begin with the end in mind. List your desired outcomes. Make them SMART.



2. IDENTITIES

Who is involved?

What do you know about the person(s)? How might they help or hinder? How are they connected? Are there any cultural factors that you need to take into account?

Consider what their influencing style might be. Consider your own style and its likely effectiveness with the person(s).

What do you not know about the person(s) and still need to find out?



CASE STUDY REFLECTION

Take a moment to think about what you learned from the case study and your experience of trying to influence people. To help you reflect, answer the following questions:

Did the case study that your group worked on resonate with you in any way? If so, in what way?

Did you get any new insights about your influencing from reviewing this case study?

What one thing did you learn that you can apply immediately in your influencing endeavors?

Selected Sample Pages

SELF-EVALUATION

Answer the following questions.

How would you rate your current level of *influencing effectiveness*?

1

2

3

4

5

6

7

8

9

10

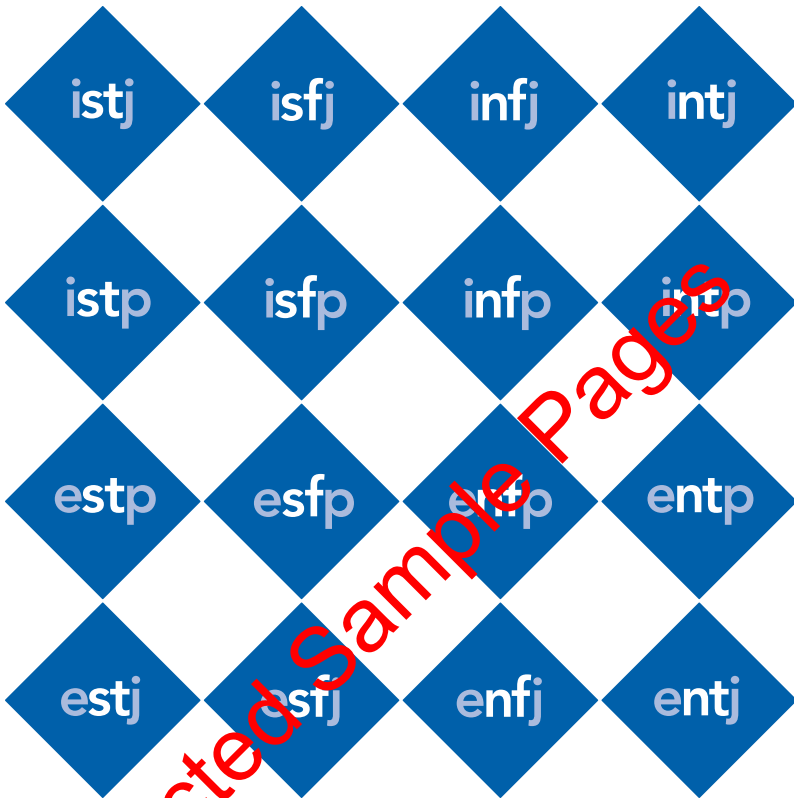
NOT AT ALL EFFECTIVE

VERY EFFECTIVE

What were the key elements of the workshop for you?

Did you achieve any or all of the goals you set for yourself at the beginning of the workshop?

INFLUENCING STYLES OF THE 16 MBTI® TYPES: ST, SF, NF, NT



Selected Sample Pages