



FACILITATOR BIO

[insert name]

MBTI® Certified Practitioner

[add additional credentials]

[add your experience works with type]

[add other relevant experience]





OBJECTIVES

During this workshop you will:

- Reconfirm your MBTI® best-figgippe
- Self-assess your effectiveness in influencing
- Learn about the roles
 Point in influencing
- Gain an undersconding of the impact of personality of the impact of the impact of personality of the impact of personality of the impact of the impact of the impact of personality of the impact of the impact of the impact of personality of the impact of the impact of the impact of the impact of personality of the impact of the im





OBJECTIVES (CONTINUED)

- Explore how your personality preferences affect how you influence others and how others influence you
- Practice the skills of ethical influencing
- Create an action plan to help you develop more effective influencing skills



ACTIVITY INFLUENCING AND YOU



- What are three words that you associate with the word influencing?
- How would you rate your corrections influencing effectiveness?
- What goals do you want to achieve as a result of this works?

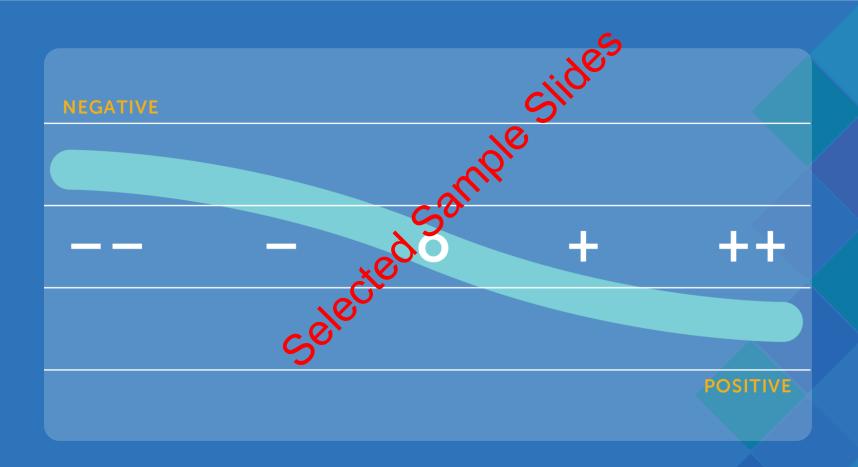




subtle

ACTIVITY THE PERCEPTION CONTINUUM







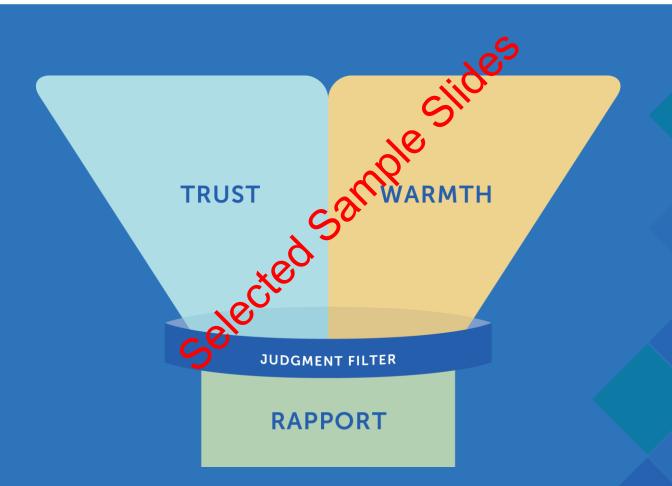
THE INFLUENCING PIE





ACTIVITY BUILDING TRUST AND WARMTH







SAMPLE QUESTION 2



When someone is trying to influence you, which of the following is least effective?

- Poorly thought through argument with few possibilities
- Idealistic, emotive argument with little relevance to real life
- A closed-minded, perrow approach
- A detached, impersonal stance with a complicated stionale



ACTIVITY IDENTITY CARDS JIGSAW



In your groups, assemble the pieces to hake four **Identity Cards**





THE IN7LUENCING ROAD MAP





ACTIVITYCASE STUDIES



In your group:

- Read the scenario in your as ned case study
- Come up with a proposal of the most effective influencing plan you can devise to achieve the desired outcome
- Outline how your lan incorporates what you learned today bout the role of personality type in influencing

You have 10 minutes to work on your response, after which you will present to the large group

