

MBTI®
CONCEPTS
FOR MANAGERS
A Step I™ Type Training
Workshop for Managing
and Mentoring Others

PRESENTED BY
YOUR NAME HERE

DEVELOPED BY
PATRICK L. KERWIN

Selected Sample Slides

FACILITATOR BIO

[insert name]

MBTI® Certified Practitioner

[add additional credentials]

[add your experience working with type]

[add other relevant experience]

Selected Sample Slides

OBJECTIVES

During this workshop you will:

- ◆ Become more familiar with the eight MBTI® preferences
- ◆ Learn techniques for using MBTI preferences as you manage and mentor others
- ◆ Practice flexing your type style to improve your effectiveness as a manager
- ◆ Discover how to recognize people's "type cues" so that you can use type when working with people whose types you don't know

Selected Sample Slides

THE S–N PREFERENCE PAIR

How do you take in information?



SENSING

Take in information
that is real and
tangible

Focus mainly on
what they perceive
using the five senses

OR



INTUITION

Take in information
by seeing the
big picture

Focus mainly on
the patterns and
interrelationships
they perceive

Selected Sample Slides

ACTIVITY

MANAGING OR MENTORING S–N

When managing or mentoring someone with our preference:

- ◆ Do:
- ◆ Don't:

Selected Sample Slides

s

n

ACTIVITY

RECOGNIZING TYPE CUES

Visit the 8 flipchart sheets posted around the room.

On the left side: write down any verbal statements a person with that preference might make.

For example:

- ◆ **S:** “Where’s the data?”
- ◆ **N:** “What’s the vision?”

Selected Sample Slides

ACTIVITY

CREATING YOUR ACTION PLAN

MY MBTI® ACTION PLAN WORKSHEET

Write down one to three actions you want to take as a result of what you learned during this workshop. Describe what success will look like and provide a date by which you will complete or realize each action.

Action I will commit to	How I'll know I've achieved it	Date to complete by
1		
2		
3		

Notes

CPP CPP, Inc. | 800.624.1765 | www.cpp.com

MBTI® Concepts for Managers: A Step I™ Type Training Workshop for Managing and Mentoring Others—My MBTI® Action Plan Worksheet Copyright © 2016 by CPP, Inc. All rights reserved. If you have duly purchased this slide deck from CPP, then CPP grants you limited permission to reproduce and distribute this work for your workshop purposes. Reproduction or distribution for any other use, including resale, is strictly prohibited. Except for certain portions of this work which CPP has specifically designated as editable, you may not alter or modify this work. MBTI®, Step I™ and the MBTI logo are trademarks or registered trademarks of The Myers & Briggs Foundation in the United States and other countries. The CPP logo is a trademark or registered trademark of CPP, Inc. in the United States and other countries.

Selected Sample Slides