

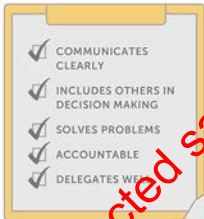
MAKING TEAMS WORK

Powered by the FIRO[®] Assessment

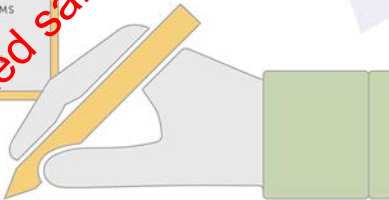
PRESENTED BY
YOUR NAME HERE

Selected sample slides

Behavior – What Others See



Selected sample slides



MODULE 1

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

Selected sample slides

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

Selected sample slides