

**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

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# 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

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# 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?”

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# 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

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