

www.sarvagnya.in

MBTI- Managerial Effectiveness



January 10, 2014



Sarvagnya Solutions Private Limited

info@sarvagnya.in

+91-40-3912 3502 / 3503

MBTI - Managerial Effectiveness

The Myers-Briggs Type Indicator® is a personality profiler based on the work of Carl G. Jung. It measures individual preferences on these four scales:

- How people are energised: whether people are more energised by the external or internal world (**Extroversion or Introversion**).
- How people prefer to take in or perceive information (**Sensing or Intuition**).
- How people prefer to make evaluations and decisions (**Thinking or Feeling**).
- How people orient their lives; whether they are organised and seek closure or are spontaneous and open (**Judging or Perceiving**).

Created by an American mother-daughter team (Katharine Briggs and Isabel Myers), the MBTI was developed over a period of 20 years.

Each person can be typed by four-letters consisting of a combination of one preference from each of the above pairs of traits. A person who prefers Extroversion, Sensing, Thinking, and Judging is referred to as ESTJ. There are sixteen possible combinations or types.

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

Although all the eight preferences are used, one in each pair tends to be more developed. It is believed that we are born with a preference for four of the above pairs. In the first half of life, we strengthen these preferred traits in order to build a strong personality. In the second half of life, we strengthen the weaker traits and become more balanced and whole. For example, an introvert may develop more extroversion and an extrovert may develop more introversion.

MBTI tools which are administered by Sri Harsha who is a certified MBTI Trainer.

We will administer the MBTI tools to identify your type.

Aims/Objectives:

- To help participant understand himself/herself in a better manner
- To help participant understand others to a greater extent
- To help participant in improving communication skills
- To help participant know details about his/her managerial style and its strengths and drawbacks.

Workplace Outcomes:

The training will help the participants and the organization in:

- Leadership development
- Enhancing problem solving and decision- making
- Dealing with organizational change
- Managing stress
- Coaching individuals
- Negotiations
- Improving communication while increasing productivity

Methodology:

The participants will be trained by MBTI Toolkit

Duration: 1 to 2 Days

Participants

Assistant Managers, Deputy Managers, CXO's, Department Heads