



*Do more than talk to each other—  
communicate! Use the MBTI® to build  
effective communication.*

## 1 DAY WORKSHOP

# TEAM BUILDING WITH THE MBTI®

### END RESULTS INCLUDE

- Understand that different ways of doing things is good, not bad. Different ≠ wrong.
- Have a common vocabulary to describe what you prefer to do: how you prefer to make decisions and have group discussions and how you approach change and conflict
- Learn more about your team members and be able to implement best practices to improve communication: 1:1 and as a group



### PARTICIPANTS RECEIVE

- Comprehensive workbooks, including the Step II assessment
- Workshop sponsors receive guidance and coaching on implementing best practices and how to translate new behaviors and methods into daily norms

Even if you all speak the same language and work for the same company, **effective communication sometimes doesn't come easily or naturally.** The key is understanding that **doing things differently is the norm.**

**The MBTI®** or the Myers-Briggs Type Indicator® is **the most trusted communication tool in the business world to help teams, managers, and peers understand why people react in different ways to similar situations and challenges.**

The MBTI® helps you understand that another way of operating isn't wrong: it's just different. The tool provides a common language for teams to use to **better understand everyone's natural ways of behaving** in four areas that influence team decisions.

### WHAT DOES THE MBTI® ASSESS?

1. How you express yourself and where you get your natural energy (internally or externally: the "I" and the "E")
2. How you gather information (based on concrete facts or your gut/insight: the "S" or the "N")
3. How you make decisions (based on logic and thinking or relationships and people: the "T" or "F")
4. How you organize your work life (structure or flexibility: the "J" or the "P")

We also discuss **the "type" people have under stress; hot buttons/pressure points and applicable best practices for communication are identified.**

Prior to the workshop, participants take the online version of the MBTI®, using Form Q or Step II. This process takes 30 minutes, and participants receive their results during the workshop. The online version of the MBTI® is available in English (US and UK), Chinese (simple and traditional), Danish, Dutch, French, German, Japanese, Norwegian, Spanish (European and Latin American), Swedish, and more.

WORKSHOP DETAILS	
Workshop Size	12-32
Workshop Length	One day, depending on client needs and customization
Workshop Skill Level	Appropriate for all levels

SAMPLE OUTLINE FOR 1 DAY WORKSHOP	
Introduction: Agenda, Roles, Expectations, and Icebreaker	15 min.
Introduction to Personality Type	30 min.
The 4 Preference Pairs	90 min.
How to Read Your Report	30 min.
Confirming Your Type and Understanding the 20 Facets	60 min.
Group Exercises	90 min.
Close and Next Steps: Team and Individual Action Plans	45 min.



## LEILA BULLING TOWNE

Executive Coaching, Learning, and Organizational Development

Leila Bulling Towne is an executive coach who specializes in helping leaders decide what to say and how to say it. She coaches executives to speak with authority and authenticity, whether they are communicating to employees, the board, or customers. In other words, she makes it easier to be the boss.

Her clients range from well-funded Silicon Valley startups to Fortune 500 companies. Leila's global facilitation and coaching experience includes working in France, Germany, the Netherlands, Switzerland, the United Kingdom, Australia, Singapore, Taiwan, India, South Africa, and China.

Leila facilitates executive retreats and offsites and certified workshops for the books *The Five Dysfunctions of a Team* (Lencioni), *The Leadership Challenge*® (Kouzes and Posner), and *The Radical Leap* (Farber). She and her team also develop and lead workshops on core management skills, behavioral interviewing, transition to leadership, coaching for leaders, and teambuilding with the MBTI®. They also guide companies in the development of corporate universities and create custom high-potential employee programs.

Office +1.415.744.1991  
 coach@bullingtowne.com  
 www.bullingtowne.com