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## IMPROVING COMMUNICATION

### With the Myers-Briggs Type Indicator™

One Day Programme Typically 8-12 Delegates

#### HOW WILL YOU BENEFIT?

The workshop will help you to:

- ✓ **Communicate** more effectively and improve employee engagement and buy-in
- ✓ **Develop** more productive teams, reducing conflict and increasing co-operation
- ✓ **Build** more open and trusting business relationships internally and externally
- ✓ **Increase effectiveness** in winning and retaining clients

This eye-opening workshop will show you how your personality affects the way you communicate and how you can use this knowledge to engage and persuade others more effectively. It works as a standalone workshop or a foundation for coaching.

#### WHO IS IT FOR?

Everyone who needs to persuade, inspire or influence others. This day shows how you instinctively communicate and how you can modify your style to engage a wider range of people more successfully. It will help you if you are any of these:

- ✓ **A leader or manager** - seeking to motivate or get buy-in
- ✓ **An employee** - influencing upwards to persuade your manager
- ✓ **A team member** - trying to influence other team members
- ✓ **A sales person** - striving for commitment from a customer

#### WHAT DOES IT COVER?

The day shows participants how to use the Myers-Briggs™ framework as a practical tool to make greater use of their knowledge, skills and experience by communicating in a way that generates greater engagement. It enables them to validate and use innate communication strengths with greater confidence whilst clarifying the potential negative aspects of their personality preferences and suggesting ways to minimise their impact. Even those already familiar with Myers-Briggs™ will be amazed by how much they learn on the day.

#### WHERE, WHEN AND HOW MUCH?

**Dates.** Thur 23 Feb, Thur 22 Mar, Thur 19 Apr 2012. **Times.** 9.00am to 5.30 pm.

**The Chapel,** Reigate Road, Leatherhead, Surrey. 5 minutes from Junction 9 off the M25.

**£375 plus VAT.** £325 plus VAT for 3 or more places. Includes all materials, Myers-Briggs™ profiling, refreshments and a sandwich buffet lunch.

#### WHO HAS USED US?

Our coaching, team-building and presentation programmes have helped over 5000 people from over 200 organisations including GE Aviation, The Metropolitan Police and 14 Regional Police Services, De La Rue, H J Heinz, NHS Direct, Bovis, Sony Pictures, Tetley Tea, Estee Lauder and The Walt Disney Company to name a few.