



FP Consultants International Pte Ltd

*Your Premier Corporate Training
Provider In ASIA*



Myers-Briggs Type Indicator® (MBTI) Personality Profiling and Training Programmes

For more than 50 years, the **Myers-Briggs Type Indicator® (MBTI®) personality inventory** has helped millions of individuals throughout the world gain a deeper understanding of themselves and how they interact with others. The MBTI assessment helps people transform themselves - by giving them a powerful tool for improving how they communicate, learn, and work. MBTI® has been successfully used as tools in:



- Managing and improving team leadership and team excellence; conflict resolution; organizational change management; career development; coaching; emotional intelligence;
- Increasing communication effectiveness in organization;
- Helping sales people fulfill customers' needs and make key selling decisions as well as helping employees improve performance at work
- Understanding how to work within different types of cultures;
- Retaining top talents by customizing retention efforts on the basis of types;
- Charting career development path and identifying gaps

At **FP Consultants International**, we have a panel of trained psychologists to administer the MBTI® instrument and provide you with a one-on-one consultation in the following areas:

- Self-understanding and self-improvement counselling;
- Career planning and development counselling – occupational selection, job satisfaction, interests, values, career decision making;
- Organisational development counselling – working in team setting, managing work environment, improving communication, dealing with conflict, enhancing problem solving and decision making skill, managing stress; planning, implementing and managing organizational change;
- Academic counselling – approach to reading, writing, teaching and learning;
- Relationship counselling;
- Leadership development and coaching counselling.

MBTI® - Soft Skills Series

MBTI® is an instrument for measuring a person's preferences, using four basic scales with opposite poles. The four scales are:

1. Where do you get your energy? **(E) Extraversion / (I) Introversion;**
2. How do you prefer to take in information? **(S) Sensate / (I) Intuitive;**
3. How do you make decisions? **(T) Thinking / (F) Feeling;**
4. How do you deal with the outer world? **(J) Judging / (P) Perceiving.**

The various combinations of these preferences result in 16 personality types, according to Myers-Biggs Type Indicator® theory. Learning and applying the theories of personality type can be a powerful and rewarding experience, if it is used as a tool for discovery, rather than as a method for putting people into boxes, or as an excuse for behavior. Knowing your personality type is helpful in the areas of personal growth and self-development and it can assist you deal more effectively with organisational concerns such as:

- Improving communication;
- Enhancing problem solving and decision making;
- Dealing with conflict;
- Planning, implementing and managing organisational change;
- Recognising and managing stress;
- Team development activities;
- Leadership and management development and coaching;
- Analysing organisation tendencies.

Our soft skills series include the following workshops:

- **Minimising Conflict in the Workplace** - Conflict exists at many levels and in a variety of situations. It usually arises when core elements of trust, belief, authority or passion is being challenged. By being aware of different personality types and how they present themselves in a conflict situation, you can better strategise how to, approach, communicate and resolve conflict.

In this workshop, you will learn your MBTI psychological type, a conflict management process and building an action plan to manage conflict.

- **Building Customer Relationships in Selling** - Sales are made when needs are met. Your customers have both product/service needs and personal-approach needs. It is often the issues of personal approach that will stall or even hinder a sale.

In this workshop, you will learn reliable and effective strategies to approach the people-side of the selling process. By using MBTI's psychological type preference, this allows you to develop more clarity and precision over the type of behaviour you choose as you work with your customers.

- **Building an Excellent Performance Team** - Today, many teams are cross-functional. A team that works well together is not a chance occurrence. When team members understand each other's styles and those of others, they are likely to be more effective.

Through MBTI® psychological type preference profiling, you will learn to better understand yourself; how you and your teammates function in a group setting; how to maximise your team's diversity to reach more useful and insightful conclusions and bring out the best in each team member.

FP Consultants International Pte Ltd is the exclusive Asia Pacific partner of SOX Institute (New York), GRC Institute(New York), IS/IT GRC Institute(New York) and ACCA's Registered CPD Provider.

We provide customised in-house, public training and consulting services and have successfully brought our unique training workshops to other cities in Asia Pacific including Malaysia, Hong Kong, Australia, China, India, Thailand, United Arab Emirates.

Our International Panel of Specialist Expert Trainers each possesses rich practical experience and is able to add value to our clients by sharing International Best Practices & localized case studies.

Contact us today to get a copy of our Training Catalog and discuss how we can assist your esteemed organization.

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