

IMPACTFUL INFLUENCING

Harnessing the Power of
Myers-Briggs® Type

PRESENTED BY

YOUR NAME HERE

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:

- ◆ Reconfirm your MBTI® best-fit type
- ◆ Self-assess your effectiveness in influencing
- ◆ Learn about the roles of biology, ethics, and rapport in influencing
- ◆ Gain an understanding of the impact of personality type on effective influencing by reviewing research findings

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OBJECTIVES *(CONTINUED)*

- ◆ Explore how your personality preferences affect how you influence others and how others influence you
- ◆ Practice the skills of ethical influencing
- ◆ Create an action plan to help you develop more effective influencing skills

Selected Sample Slides

ACTIVITY

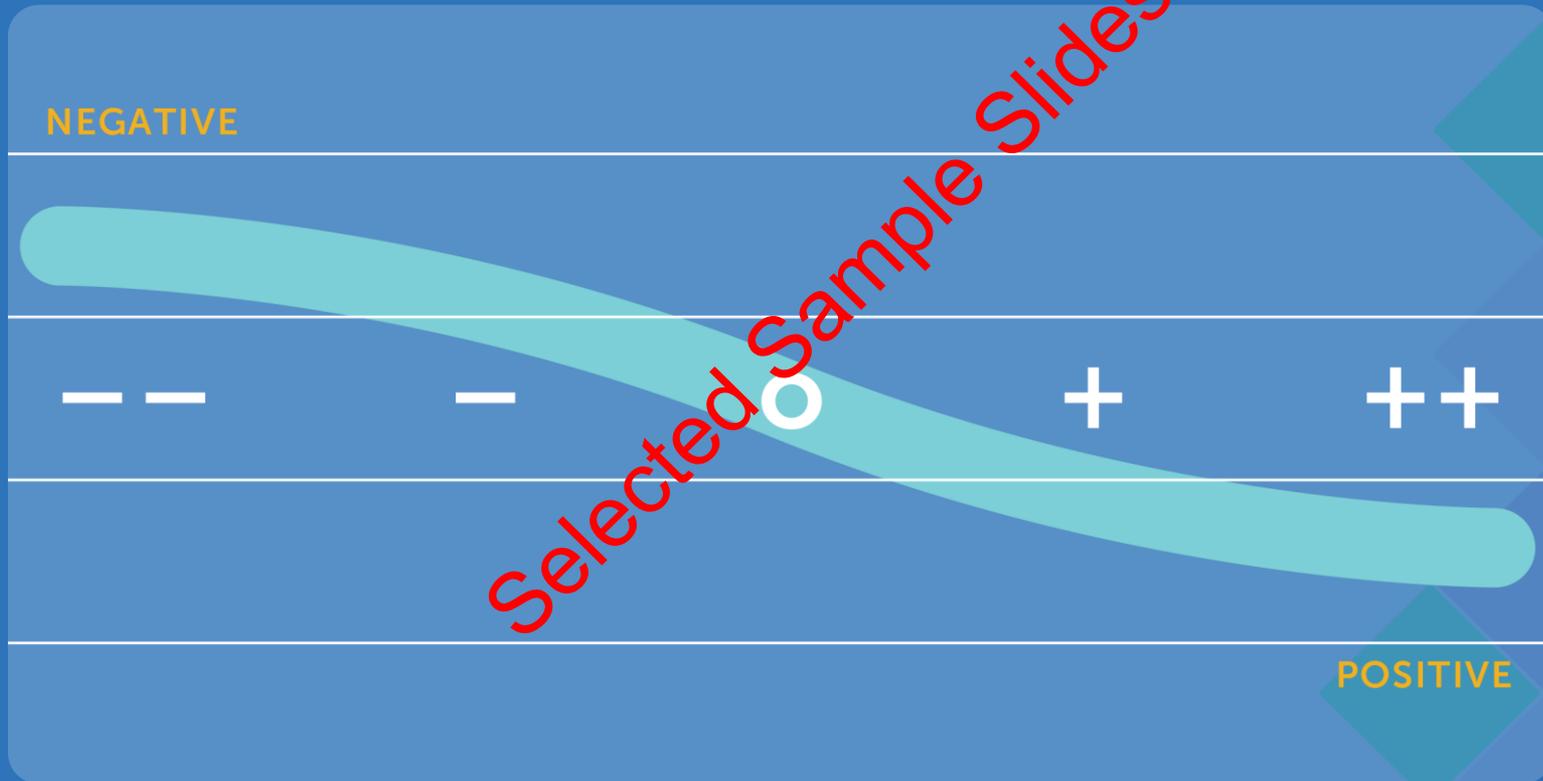
INFLUENCING AND YOU

- ◆ What are three words that you associate with the word *influencing*?
- ◆ How would you rate your current level of influencing effectiveness?
- ◆ What goals do you want to achieve as a result of this workshop?

Selected Sample Slides

ACTIVITY

THE PERCEPTION CONTINUUM



THE INFLUENCING PIE

FILLING INGREDIENTS

DETERMINED BY YOUR
PERSONALITY
PREFERENCES

CRUST INGREDIENTS

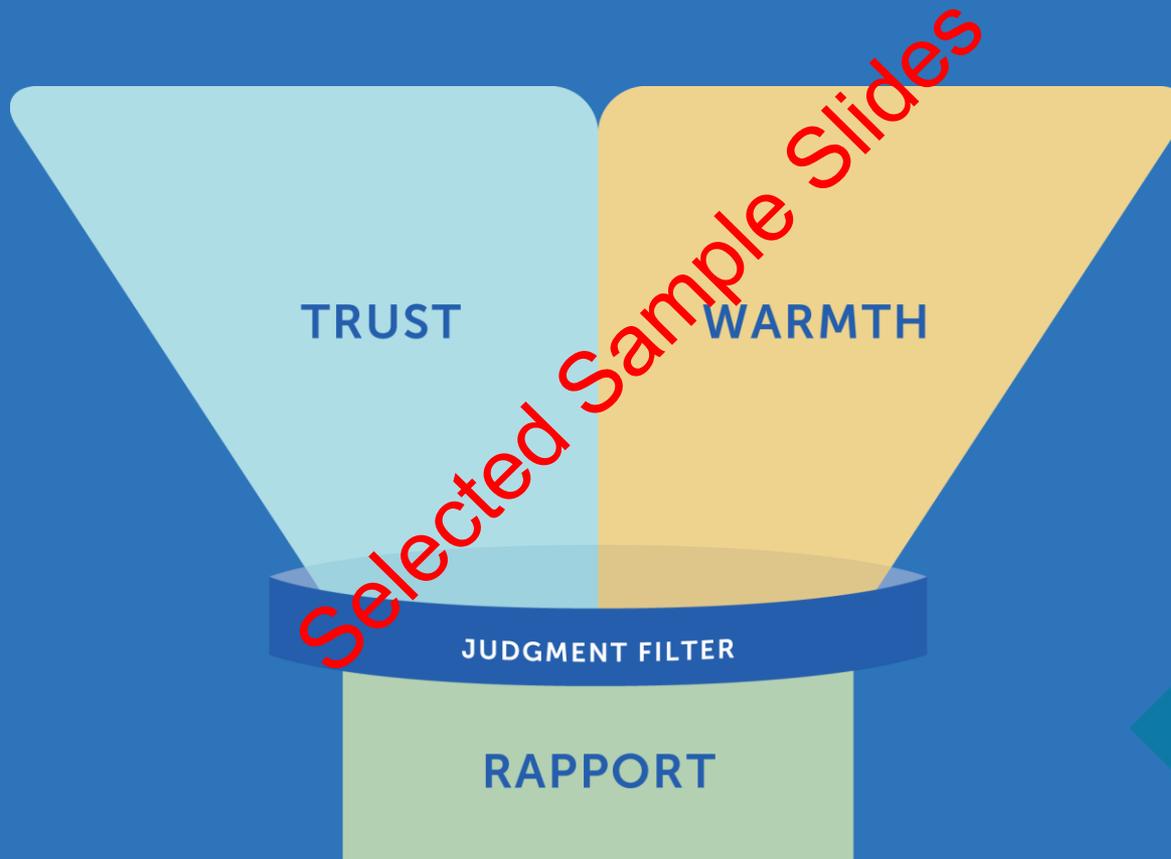
TRUST
+
WARMTH



Selected Sample Slides

ACTIVITY

BUILDING TRUST AND WARMTH



SAMPLE QUESTION 2

When someone is trying to influence you, which of the following is **least effective**?

- ◆ Poorly thought through arguments with few possibilities
- ◆ Idealistic, emotive argument with little relevance to real life
- ◆ A closed-minded, narrow approach
- ◆ A detached, impersonal stance with a complicated rationale

Selected Sample Slides

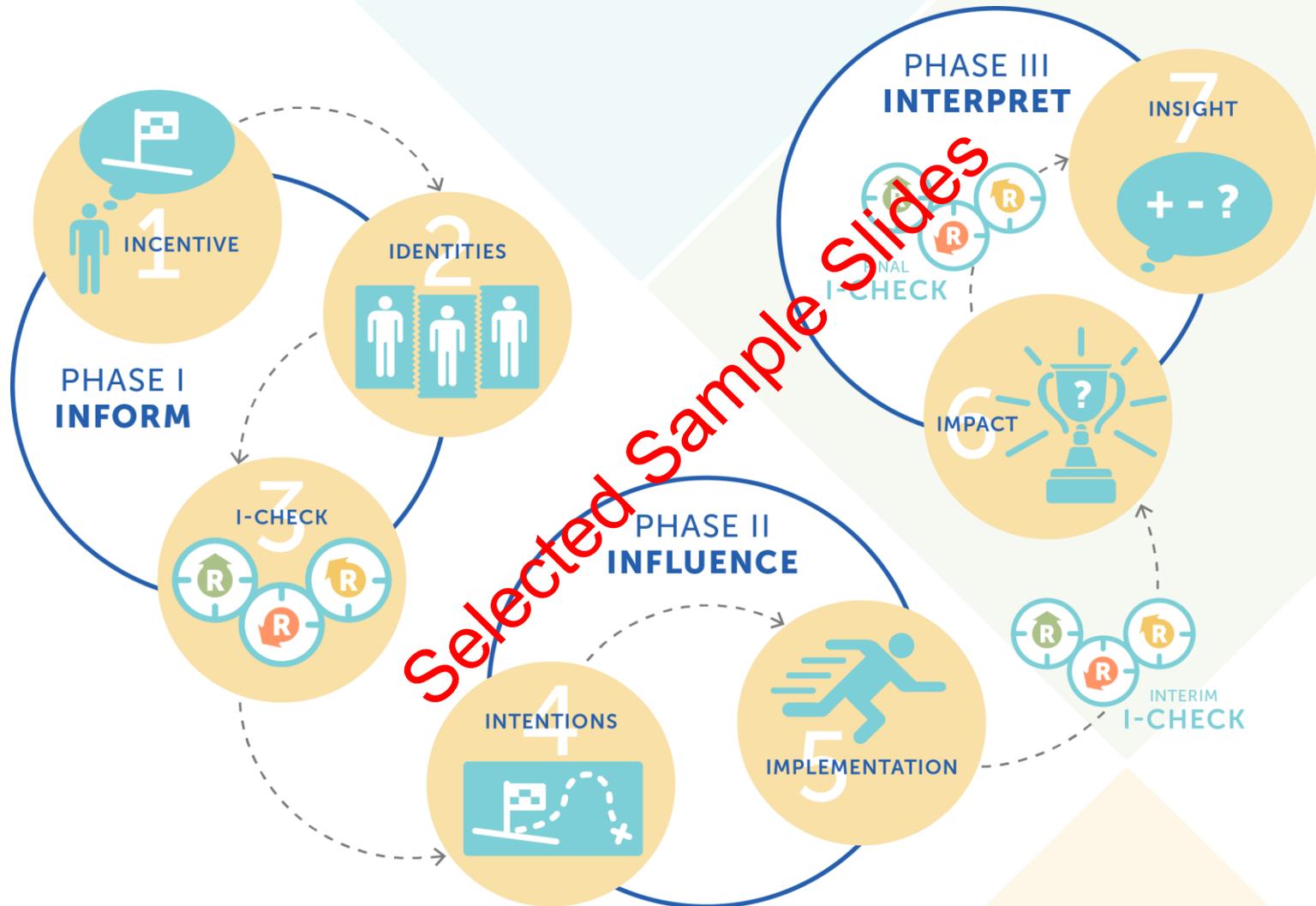
ACTIVITY

IDENTITY CARDS JIGSAW

In your groups, assemble the pieces to make four Identity Cards



THE INFLUENCING ROAD MAP



ACTIVITY

CASE STUDIES

In your group:

- ◆ Read the scenario in your assigned case study
- ◆ Come up with a proposal for the most effective influencing plan you can devise to achieve the desired outcome
- ◆ Outline how your plan incorporates what you learned today about the role of personality type in influencing

You have 10 minutes to work on your response, after which you will present to the large group