

Impactful Influencing Workshop



Benefits to you

- Explore the relationship of MBTI® Type to effective influencing, based on the latest research
- Self-assess your current level of effectiveness in influencing
- Understand the roles that ethics, biology, and rapport play in effective influencing
- Learn how personality preferences affect how we influence others and how others influence us
- Explore and practice the skills of ethical influencing
- Acquiring tips and techniques for coaching, training and facilitating others to be more effective at influencing

Who Should Attend?

Team leaders, individuals, teachers, managers, supervisors, coaches, trainers, parents

What you receive with enrolment

- MBTI® Personal Impact report
- Impactful Influencing - Harnessing the Power of Myers-Briggs® Type: Participant Workbook
- Research paper: Myers-Briggs® Type and Influencing: Effects and Impacts
- Introduction to Type and Selling booklet

MBTI® Master Series: Impactful Influencing - Harnessing the Power of Myers-Briggs® Type

12 April 2019 Singapore

Learn how MBTI® Type can be used to improve influencing skills. Designed for your own personal development and to equip you with the knowledge, skills, practical tools and exercises for use in training programs and personal development workshops

The Myers-Briggs Type Indicator® (MBTI®) Master Class Series Workshops are designed for certified practitioners who wish to deepen their understanding of type theory and its practical application.

Workshop Details

Effective influencing involves three distinct phases:

1. Informing
2. Influencing
3. Interpreting

Underlying each stage are important personality elements (trust for example) and barriers (absence of listening for example) that can significantly impact upon the effectiveness of the influencing process and outcome. Using the lens of personality type and the latest MBTI® research into influencing we can determine the most and least effective influencing strategies, based on type preferences.

Course Leader – Mr Andrew Bell

Andrew Bell has extensive global experience utilizing The Myers-Briggs Company's suite of instruments. He has experience across six continents and in over 50 countries.

From 2010 to 2014 he was VP International for The Myers-Briggs Company where he led the successful expansion into new geographies and in building capabilities to meet the needs of global businesses. Previously he ran his own consulting business based in Singapore, distributing The Myers-Briggs Company's products in the South East Asia region, and prior to that he worked with Unilever for 23 years, based in Europe, China and Singapore, becoming SVP Human Resources, East Asia Pacific.

Andrew is a member of The Myers-Briggs Company's certification program faculty and a Senior H.R. Fellow with The Conference Board. He graduated in law and is a Chartered Fellow of the Institute of Personnel & Development.



MBTI® & Impactful Influencing Workshop (SINGAPORE)

REGISTRATION FORM

12 April 2019 (Friday)

Participant's Details

Name: Ms/Mrs/Mdm/Mr/Dr

Position

Organization

Email

Mobile Fax

Address

.....

.....

City Postcode

Country

Your MBTI Type (if known)

Highest Qualification Obtained

Registered Psychologist Yes No

Agreement

I hereby certify that the information supplied in this registration is true and correct, to the best of my knowledge. I certify that I have read the conditions of attendance in this training program and I agree to abide by the conditions relating to them.

Signature Date

Send Materials to: Participant Contact Person

Invoice to: Participant Contact Person

Contact Person's Details (if different from Participant's)

Name: Ms/Mrs/Mdm/Mr/Dr.....

Position

Organization

Email

Tel Fax

Address

.....

City Postcode

Country

Program Fees

SGD 800 (For Singapore only)

Fee is before GST and delivery charges, if applicable. Program fee will be valid till 31 Dec of the calendar year.

5% Discount applies for:

- Early Bird (Full payment received 30 days prior to program)
- or
- Group (2 or more participants on the same program from the same organization)

Registration

Submit the completed registration form via email to enrolment.asia@themyersbriggs.com. Registration will only be accepted and processed when payment has been made.

Payment, Refund & Transfer Policy

Payment

- A non-refundable deposit of SGD300 or full payment of the program fee including GST will need to be submitted with every registration form.
- Full payment is to be made before commencement of the program.
- Payment can be made using cheque, credit cards (Visa, Master) or bank transfers. (Contact us for bank details for bank transfers).
- Bank Transfer charges to be paid by customers.

Participants may cancel attendance or transfer to a future program subject to the following conditions:

Cancellation

- 50% for those received in writing more than one week
- No refund if cancellation received less than one week before program

Transfer

- Transfer fee of SGD100 (before GST) is chargeable for every transfer.
- Transfer fee is to be paid within 7 days upon receiving the invoice.
- Transfer is only valid upon receiving full payment.

Full terms and conditions can be found at <https://asia.themyersbriggs.com/terms/terms-and-conditions/>