



Practical application of temperament knowledge



This **four-hour** workshop is a highly interactive and practical course which provides leaders with tools for applying Type knowledge when communicating with all key stakeholders

TARGET AUDIENCE:

Any leader who needs to connect better with stakeholders
 Any leader who knows people are 'different' and needs to adjust
 Any leader who aims for a higher-performing team

COURSE OUTLINE

A refresher on the preferences?

What each preference impacts
 How impacts show up day to day

Identifying stakeholder preferences

Which cap does my stakeholder prefer?
 How is this affecting our relationship?

Games people play

Which games are affecting you?
 What is their core need?

When power plays a big part

Who uses direct power?
 Who uses indirect power?
 How can I respond?

Four steps to a better decision

Why are most meetings derailed?
 How to apply a process with integrity?

Practical change

Putting the tools to work

COURSE OBJECTIVES

At the end of the workshop, participants will:

- Recognize their 'default' mode
- Learn techniques for breaking long-standing patterns
- Discover what makes others tick
- Take away a suite of one-page templates to keep on track

About the presenters

Barry O'Sullivan has provided leadership coaching to over 350 leaders in the past nine years, following 22 years as a partner with KPMG. He also coaches leadership teams and Boards. He brings business, coaching, acting and personality type insights and skills to the workshop.



Denise O'Sullivan is accredited for administering and interpreting the *Myers-Briggs Type Indicator® (MBTI®)*. Her special skill is in helping individuals of all ages to discover and appreciate their Type preferences and apply that knowledge in the real world.



ADDITIONAL OPTION

A team MBTI® session to heighten awareness of difference and encourage greater teamwork through practical knowledge about each other

"The team continued to discuss the session all afternoon. I've never seen them so energized by a workshop"