



# Essential personality insights for leaders



This **four-hour** workshop is a highly interactive and practical course which provides leaders with a heightened awareness of their personal preferences and how these preferences impact all aspects of leadership

## TARGET AUDIENCE:

Any leader who has completed personality testing and never used the outputs  
Any leader whose success depends on enrolling others  
Any leader who must work with diverse individuals

## COURSE OUTLINE

### Preferences do show up day to day?

What your 'essential self' prefers  
What your leadership role demands

### Self-awareness

How good are my preferences?  
How good are the preferences of others?  
How do preferences walk and talk in the workplace?

### Exchanging information

Do others receive the messages you send?  
How do 70% of the world prefer to receive messages?  
What about the other 30%?

### Dealing with conflict

Can I deliver the tough messages?  
Do I leave a trail of bodies when I do?  
What's their problem?

### Practical change

Leadership tools providing guidance

## 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

One to one 90-minute discussion on your personal preferences and the challenges you face when dealing with others

"I've read so many personality type books and attended lots of courses but never really understood what it all meant until today"