

IMPROVING DECISION MAKING

Develop decision-making skills by leveraging your MBTI®

WHY THIS COURSE:

The workshop helps individuals explore their decision-making style and develop more effective decision-making skills through a better understanding of the Myers-Briggs® preferences. Participants discover what can inhibit high-quality decision making, learn how personality preferences influence people's decision-making style, and develop strategies to make both individual and group decision making more successful. Created with flexibility in mind, the workshop is suitable for use with existing work teams or with groups of people who do not usually work together. *Requires completion of MBTI® 1: Know Thyself Workshop.

IDEAL FOR:

- Individuals / teams who want to improve their decision-making skills
- Self-understanding and individual development
- Team building
- Management and leadership training
- Coaching
- Organizational development
- Diversity and multicultural training
- Problem solving
- Career development and exploration
- Academic counseling
- Education and curriculum development
- Relationship counseling

COURSE OBJECTIVES:

- Increase your understanding of your preferred decision-making style
- Build awareness of what can inhibit high-quality decision making
- Learn how personality preferences influences people's decision-making style
- Develop strategies to make both individual and group decision making more successful
- Create a personal action plan that encourages follow through to enhance your decision-making

> **COURSE DURATION:** Half-Day +

> **COURSE TYPE:** In-Person OR Virtual

AGENDA

TIME: 4 HRS

Welcome, Session Overview & Introductions	:10
Decision Bias	:25
MBTI® Refresher	:10
Your Decision-Making Style	:30
Coming to Closure	:30
BREAK	:15
Group Decision Making	:30
The Z Model	:40
Decision-Making Clock	:25
Action Planning	:20
Session Close, Review, Next Steps	:5



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WHAT ARE THE SIGNS THAT A CLIENT NEEDS THIS COURSE?

- Decision making is a struggle
- Wrong or ineffective decisions keep being made

KEY INSIGHTS TO CONSIDER/WHY MBTI®?

- All of life requires decision making.
- Learn how to make decisions confidently.
- One of the greatest investments we can make is in ourselves. The greatest asset we bring to any personal or professional relationship is self-awareness. Both are the focus of MBTI®. Take the time to explore how you're uniquely wired to maximize your best self.
- MBTI®...
 - Is based on Jungian psychology, looking at his 8 identified brain archetypes from 1920 when psychology came into being.
 - Is the most reliable and validated instrument based on the two core brain functions - how one takes in and evaluates information.
 - Focuses on type - what's on your hard drive, what you're born with, your innate design, etc.
 - Provides a means to understand self, others, and recognizes innate as a way of being and modifying bad behavior.
 - Aims to increase your understanding of who you are by experiencing a positive, psychometric assessment that taps into the inner workings of people.
 - Is the critical key for how we communicate. We can't work together well unless we understand ourselves and others in regard to communication.
 - Provides a means for organizations to develop a culture of healthy communication.

WHAT ARE THE TYPICAL CUSTOMIZATIONS AND RELATED PRODUCTS?

- Course length: can be condensed or expanded.
- Participants must either know their MBTI® type or have completed MBTI® 1 – Know Thyself course prior.
- Any additional MBTI® focused courses would be great additions to consider:

LENGTH	COURSE
Half-Day+	MBTI 1 – Know Thyself
Half-Day+	MBTI 2 – Team Development
Half-Day+	Compelling Conversations
Half-Day+	Embracing Change
Half-Day+	Enhancing Emotional Intelligence
Half-Day+	Impactful Influencing
Half-Day+	Leader Development
Half-Day+	Stress Management

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**MORE
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Growing People