

MYERS BRIGGS TYPE INDICATOR (MBTI)®

Success in aligning highly talented professionals begins with building strong personal relationships between professionals, their colleagues and the firm. The success of the firm is absolutely reliant on skilled and motivated professionals: the stronger the relationships between and among the professionals, the stronger the firm. Strong relationships are built on the job, in spite of the job and beyond the job. There are many uses and benefits of group MBTI work including, better mentoring relationships; deeper understanding of how feedback can be delivered and received; teambuilding and fun.

MBTI is about personality – there is no right or wrong personality and personality doesn't change very much over time. MBTI must be experienced to be understood so the session would be a combination of discussion and activity. For example:

Introversion & Extroversion

- About where we get our energy
- About boundaries we need to maintain energy and resilience
- About strategies for business development
- About strategies for teamwork

Sensing & Intuition

- About how we take in information
- About what associates need in terms of instructions to perform at their best
- About what partners need in terms of communication on matters
- About how we deal with time in an hours-based business structure
- About what causes us stress

Thinking & Feeling

- About how we want to be appreciated
- About how we want feedback
- About what we need to make decisions and build consensus
- About how meetings might be structured to meet needs of all members of the firm



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Judging & Perceiving

- About how we deal with the world, with people and with information
- About how we make decisions
- About work/life balance
- About managing stress

All participants complete the MBTI on-line. This takes no more than 20 minutes and could be done from any computer at work or at home. Each participant will receive a copy of *Introduction to Type* (\$20.00¹ each) and an 18-page in-depth MBTI diagnostic & report (\$80.00² each).

The 2.5 hour workshop enables participants to discover personality – understand themselves and their colleagues through presentation, conversation, interactive activities and debrief. This workshop can be customized to fit themes such as business development or mentoring.

To Learn More

To learn more, please contact Karen MacKay by telephone at 416.657.2997 or by e-mail at kmackay@phoenix-legal.com

¹ 2009 pricing

² 2009 pricing



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