



Different Methods for Type Verification

Webinar Presented by **Susan Nash**

Friday, 10-11:30 AM Pacific Time ♦ October 28, 2011

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Different Methods for Type Verification: Assessments such as the Myers-Briggs Type Indicator® (MBTI®) provide one valuable data point in the self-discovery process to determine best-fit Type. Many factors, however, can influence the accuracy of the results. Sometimes clients do not take the assessment thinking of their “shoes-off self”. Rather they complete it with the following questions in mind:

- What would I like to be?
- What do I think I should be?
- What would be best for my current job?
- What is happening currently?

When clients are confused about best-fit Type, some disadvantages occur:

- The client is unable to use this knowledge to completely comprehend his or her innate talents and potential challenges.
- Development plans might have limitations because they are based on inaccurate data.
- It can discredit the theory because individuals do not appear to behave as their preferences might indicate.

One of the most important contributions that a Type practitioner can make is to help individuals identify their best-fit Type. However, many times individuals are confused about their best-fit pattern, resulting in an inability to capitalize on Type knowledge. This webinar will provide a simple overview of how to use the lenses of Temperament, Type Dynamics (Jung's 8 cognitive functions), and Interaction Styles™ to triangulate "true self" qualities, and help individuals differentiate between core behaviors and adapted style.

Join this webinar!

- Use questions to help clients in their sorting process.
- Identify similarities and differences between two types with one preference different.
- Understand the three lenses that can be used to clarify type.
- Q&A with Susan Nash!



Susan Nash (ENFJ) combines practical business management experience with strong facilitation skills to make applying Type in organizations fun and relevant to all. She is the author of 7 books, including *Let's Split the Difference*, *Turning Team Performance Inside Out*, *Dating, Mating & Relating*, and *Delivering Outstanding Customer Service*. Susan is an MBTI® Master Practitioner in the US and runs master-classes for Certified MBTI® professionals worldwide. She is on the faculty for Interstrength Group and runs train-the-trainer workshops in the UK for Temperament and Interaction Styles™ for Type Professionals. Clients of her consulting firm, EM-Power,

include KPMG, Gartner, PUMA, and Quest Software in subjects such as leadership, coaching, communication, team-building, and relationships.