

# Getting the Best Out of People

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# SEX

**Write down 5 words you associate with the above chosen word. Do this very privately – you don't want people to see that you may be weird!!!**

# Do you

- Believe what you see
- **See what you believe**

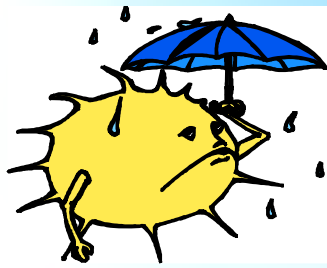


A  
BIRD IN THE  
THE BUSH

FINISHED FILES ARE THE RESULT OF YEARS OF SCIENTIFIC STUDY COMBINED WITH THE EXPERIENCE OF YEARS..

# Environment

Results



Behaviour



Feelings



1

10

Beliefs & Values

Myers Briggs

# PERSONALITY PROFILING

## **MYERS BRIGGS TYPE INDICATOR**

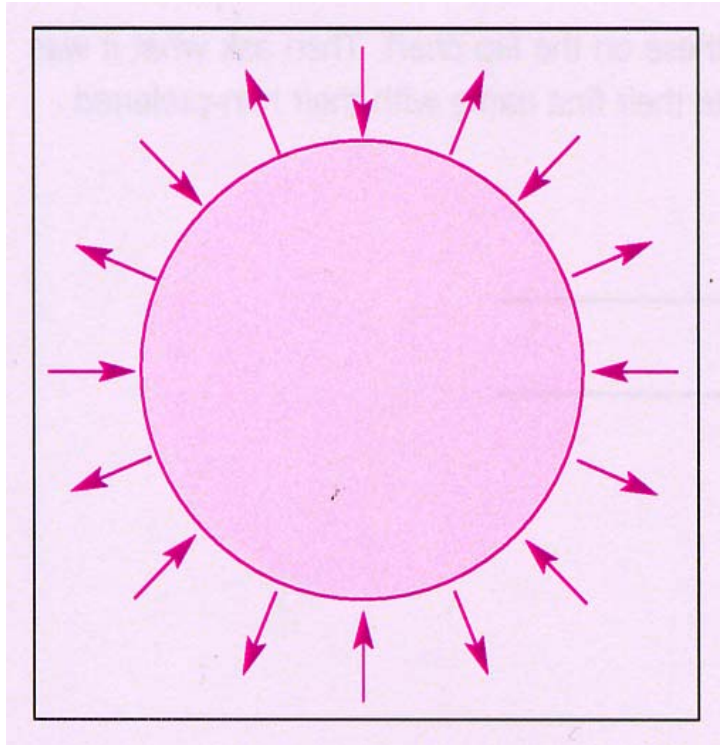
# WHAT TYPE IS NOT...

- **A box that you put other people in**
- **A label to explain everything a person does and an excuse for all problems**
- **A measure of who is best**
- **A way to select employees (or partners!)**

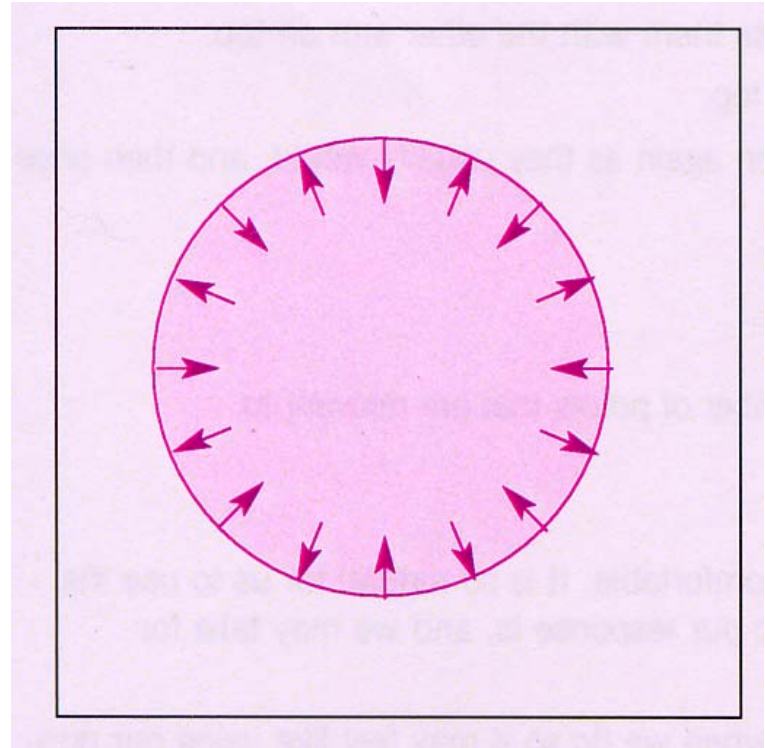
# FOUR DICHOTOMIES

- **Being energized**                      **E or I**
- **Gathering information**              **S or N**
- **Making decisions**                    **T or F**
- **Approaching life**                      **J or P**

Handwriting exercise - page 1



**E**



**I**

Sensing



Intuition

Facts

Ideas

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Specifics

Big picture

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Realistic

Imaginative

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Focused on the  
here and now

Focused on  
anticipating the future

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Practical

Theoretical

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Observant

Conceptual



hayfield

# Generally speaking

## **Sensing (S)**

List what they see i.e.

- Man
- Rings on figures
- Boy and girl
- Animals hanging
- Ladybird
- The words

Then might get descriptive

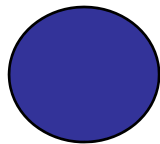
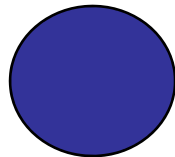
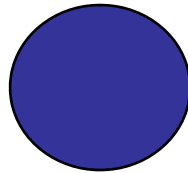
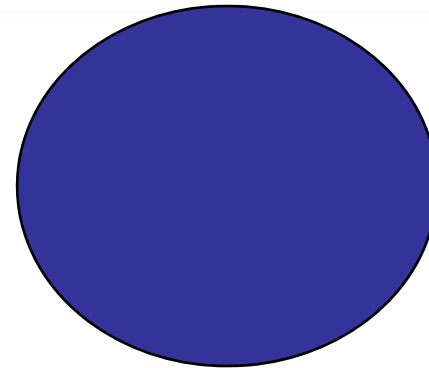
## **Intuition (N)**

Describe what it's like i.e.

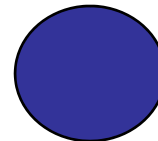
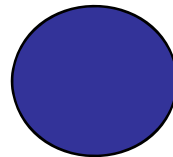
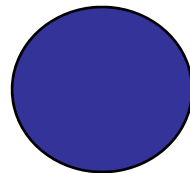
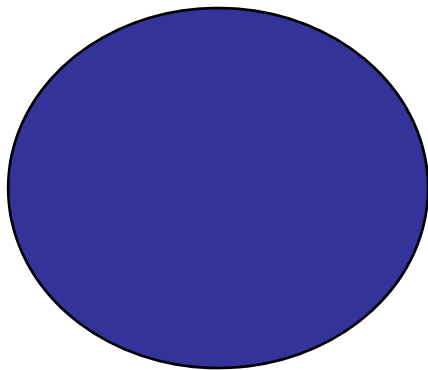
- Victorian
- Renaissance
- Evil, controlling
- Like a playing card

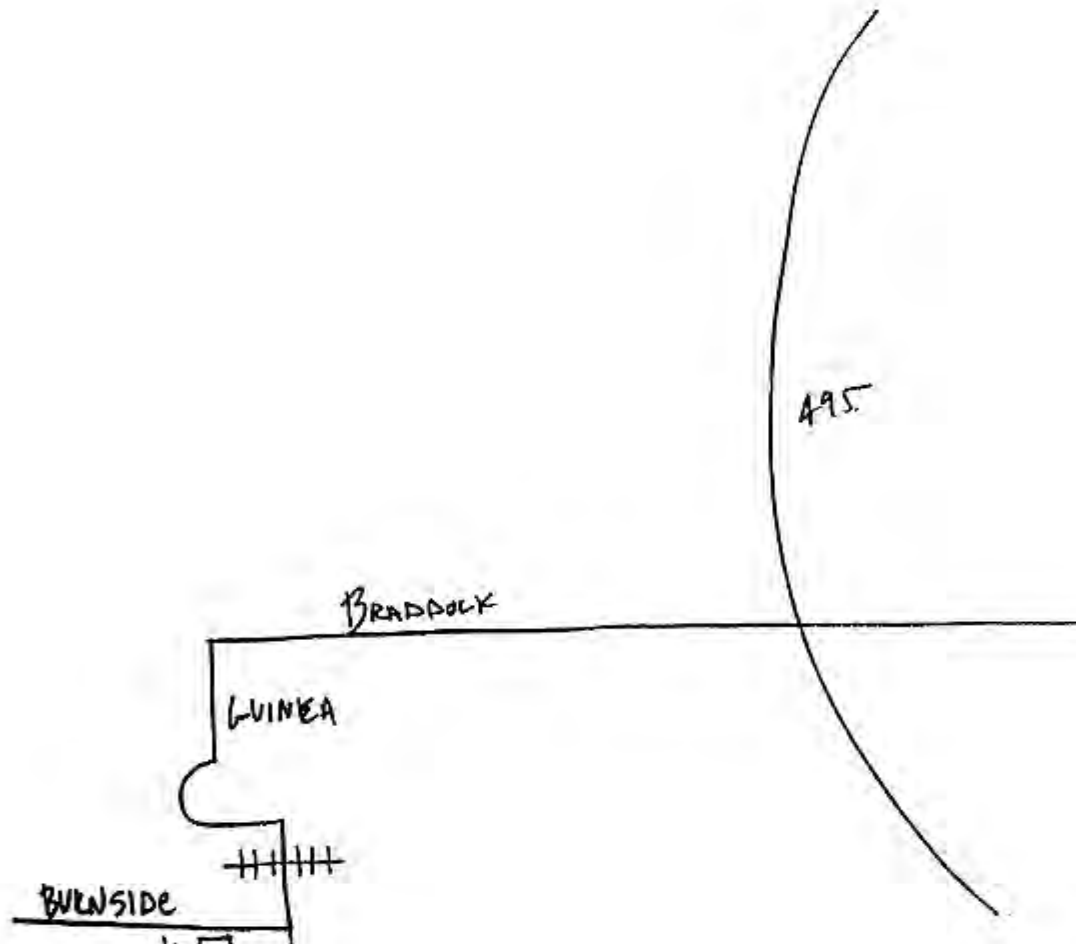
They will have little detail

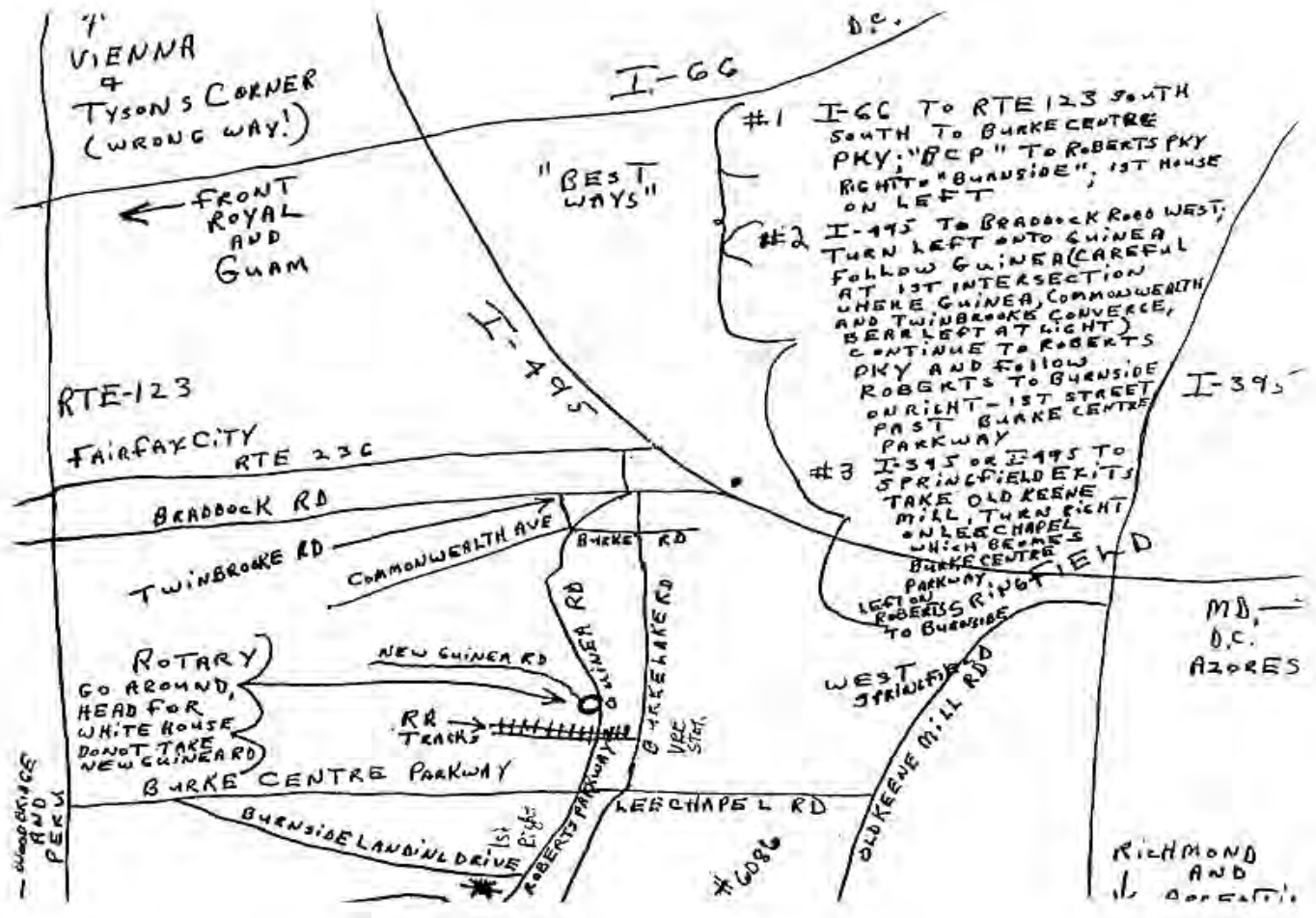
Sensing



Intuition







## Thinking



## Feeling

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Logical analysis

Understand others' point of view

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Seek objective truth

Seek harmony

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Guided by cause-and-effect reasoning

Guided by personal values

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Impersonal criteria

Personal Circumstances

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Critique

Praise

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Reasonable

Compassionate

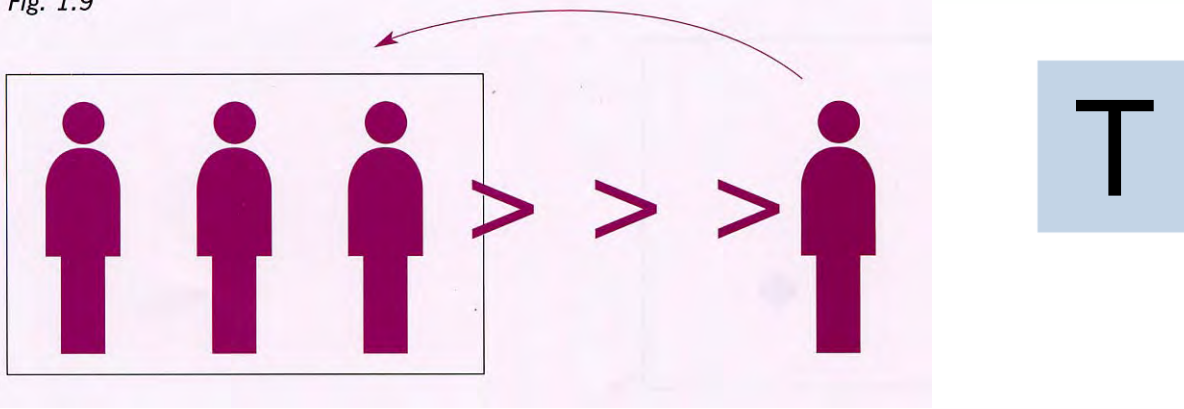
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Focus on Task

Focus on Relationship

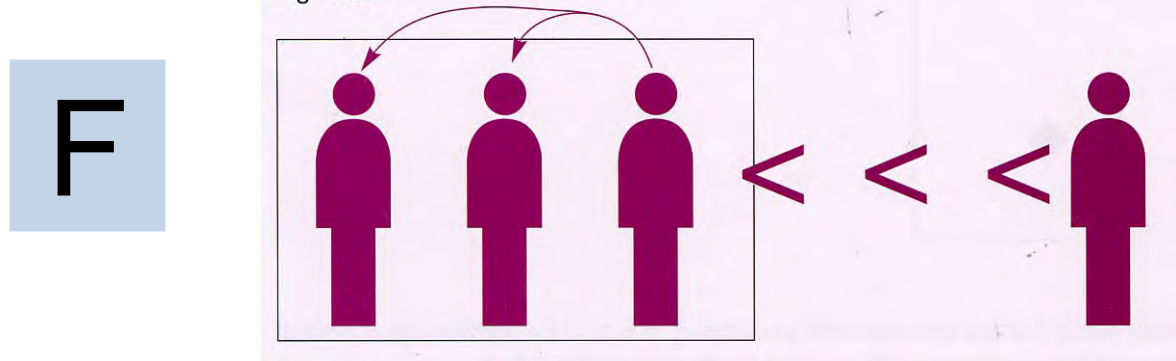
Thinking

Fig. 1.9



Feeling

Fig. 1.10



# How you prefer to operate in the external world – your lifestyle

## People who Prefer

Judging



Perceiving

Prefer to live life in a planned and organised manner

Prefer to live life in a spontaneous and adaptable manner

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Enjoy coming to closure and being decisive

Enjoy keeping options open and being curious

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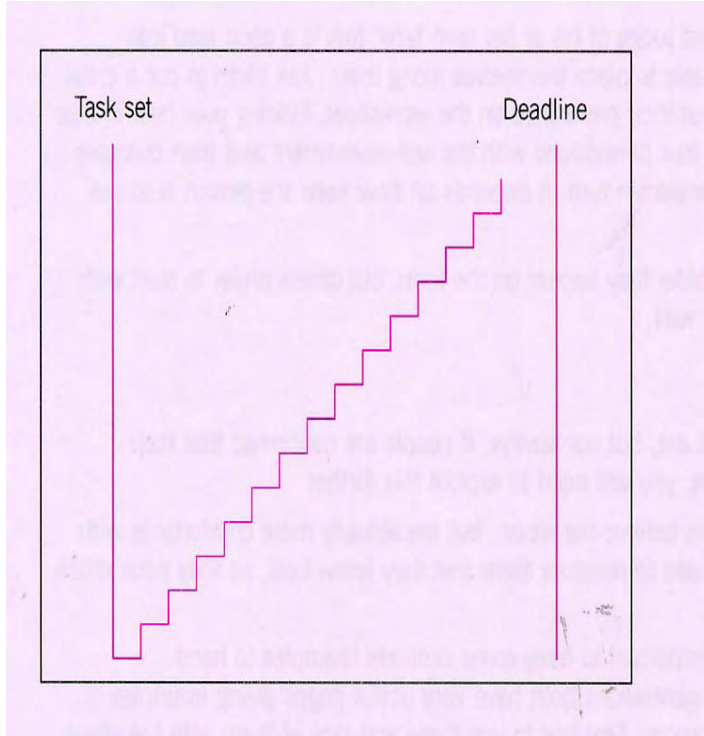
Avoid stressful last-minute rushes

Feel energised by last-minute pressures

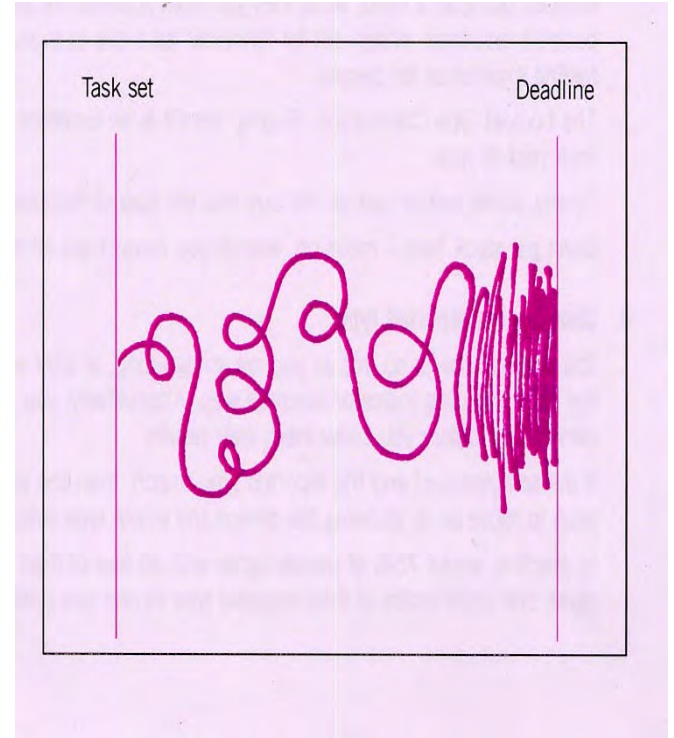
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Like to make plans and follow them through to completion

Like to adapt to changing priorities and respond to them resourcefully



J



P

Which way do you open  
your banana

