



**One-day Programme on
'Understanding Personality Differences for Effective Leadership'**

Overview of the MBTI

The Myers-Briggs Type Indicator (MBTI) is the most widely used, researched and written about Personality Type Instrument over the past 75 years. The MBTI provides a useful method for understanding people by looking at their natural preferences on four dimensions or dichotomies, namely, Extraversion-Introversion (E-I), Sensing-Intuition (S-N), Thinking-Feeling (T-F), and Judging-Perceiving (J-P). These four preferences give rise to a set of sixteen unique and different Personality Types.

The MBTI can be used as a powerful model for explaining the habits of mind each person uses for adjusting and responding to everyday demands using their perceiving and judging functions. Because these habits of mind promote typical behavioural expressions, psychological type also gives us a handle on the differences in the work and interpersonal styles we see around us in organisations, at home, and in our communities.

Programme Outcomes

At the end of this programme, participants are expected to have gained significant insights into the natural preferences of people, understand personality differences and be able to practice appreciation of individual differences for enhancing personal and professional effectiveness.

Programme Coverage

(Administration of MBTI Questionnaire prior to the programme date)

- ✓ Introduction to Personal and Professional Effectiveness
- ✓ Introduction to Personality Types using the Myers-Briggs Type Indicator (MBTI)
- ✓ Analysis of Individual Types
- ✓ Personality Types and Communication
- ✓ Using Personality Differences to Enhance Leadership Effectiveness

Participant Profile:

This programme is intended for working professionals at any level who are interested in enhancing the performance of their teams by understanding and accepting personality differences.

Methodology

Highly interactive and participant-oriented, through discussions

Investment

The investment per participant is INR 2,250/-, exclusive of 18% GST. Payment to be made in favour of 'GRG Education Services', payable at Coimbatore [GSTIN: 33AAMFS4394M1ZJ]

Registration

Please call 754 008 9111 or write to Dr Vandana Madhavkumar (vandana@grgcas.com) or to the Programme Office (programmes@grgcas.com)

Programme Facilitator

Prof. S Balasubramanian is currently the Director of GRG Centre for Advanced Studies, Coimbatore. He is a Graduate in Mechanical Engineering from the University of Madras and holds PG Diploma in Management (MBA) from IIM Calcutta.

He has 30 years of experience in private and public sector industry in senior positions - including Larsen & Toubro, BHEL, Parry & Company, and Wartsila Corporation - in India and abroad.



Prof. Balasubramanian joined the academia in 1999/2000. He is actively involved in management education, training, and consulting. His academic interests are in the fields of Business Leadership and Strategy. He has conducted successful and highly rated training programmes for a large number of organizations. He is a mentor to senior executives in some organisations, including Titan Company, Bengaluru.

He serves as a Member of the Council of Management of All India Management Association (AIMA); Education Panel of CII Southern Region; Education Panel of CII Coimbatore Zone; and, the Managing Committee of Coimbatore Management Association.