



Quixote  
consulting

What's your quest?

# MBTI Team Quest

The Myers-Briggs Type Indicator® (MBTI®) is the world's most widely used personality inventory. Quixote's MBTI Team Quest helps you to discover and leverage the various ways your people make decisions, strategize and access information, using this organizational standard. Team members begin to recognize the strengths that other types bring to the team, and the power that comes from multiple types working together.



## About the MBTI

The MBTI identifies our individual preferences for processing information, and determines how we prefer to use perception and judgment. The inventory provides a way to separate what we truly prefer to do from what we are asked or required to do.

*"Nice open communication style, very in-depth and passionate about program and did a good job of relating the exercises to work life."*

There are no right or wrong responses on the MBTI – only differences. This means you can use the results to understand yourself and others, without any biases or preconceptions. MBTI provides critical insights into core aspects of how we make decisions, strategize, and use and access information.

*"Excellent job, very educational. Finally an offsite that was worthwhile and fun!"*

The use of this tool moves beyond awareness and "tolerance" of differences, and focuses on using those differences -- to gain diversity in discussion, efficiency and effectiveness in actions, and result in more complete decisions and strategies.

## Practical, Applicable, Energetic, Fun

At Quixote, we know how important it is for any new training knowledge to be practical and applicable. That's why we put such great emphasis on immediate and realistic application. Participants leave with a plan in place for employing their new skills in the coming week and beyond.

*"The anecdotal stories and examples were very helpful in conveying the material and the activities really reinforced the learning."*

We also know that people respond best to presentations that are energetic and interactive and fun. There is always laughter in these sessions. And the unique methodologies we employ definitely help – we've used the modalities of chocolate and even wine pairing to explore the preferences of the different types.

## Lasting Impact

Participants walk away from our sessions with practical tools that can be immediately applied to their individual work situations, as well as a vision of the powerful productivity possible in a team that recognizes and leverages all team members' strengths.



### Customization

We customize key components of the MBTI training to ensure that you get the right material to the right people at the right time, maximizing the return on your investment. We take into account your unique team situation and your desired outcomes. Check below for a list of different training topics that your MBTI training session can highlight.

*"I've taken the MBTI several times over the years. You were the best presenter by far. This is the first time I really understood it – It gives me options and doesn't put me in a box. Thank you."*

### If your team has taken the MBTI

Has your team taken the MBTI already? Are you benefiting from it? We specialize in taking your team to the next level of MBTI use. We help you to develop your facility for understanding the tool and using it to focus on directly on the challenges you currently face. From working with problem-solving models to facilitating one-on-ones with colleagues to determine their styles, we put your investment into practice. See below for MBTI related workshops.

### Outcomes

- Help team members to value and work with the strengths of others.
- Increase productivity by aligning an individual's preferences to particular team tasks.
- Supply a common framework in which team members can better understand and manage communication, problem solving and team culture.
- Identify team assets and potential blind spots.
- Provide a positive language with which to discuss overcoming differences.
- Underscore the value of diversity.
- Provide efficient problem solving by utilizing all the preferred functions.

*"This really explained why it's harder to get along with some co-workers than others, but everyone is a necessary component for an effective team."*

### MBTI Team Quest Formats Available:

- Half-Day Workshop
- One-Day Workshop
- Two-Day Workshop

