



**QAMAR CONSULTING**  
Discovering Potential & Optimizing Performance



# Enhancing Communication Skills and Building Productive Relationships Working with Different Personality Types.



# ENHANCING COMMUNICATION SKILLS AND BUILDING PRODUCTIVE RELATIONSHIPS

## Myers-Briggs Type Indicator Workshop.

### About The Workshop

Our understanding of and reaction to others is a key to both effectiveness and satisfaction at work. Working productively and smoothly together requires that we understand ourselves as well as our co-workers. The learnings obtained from a Myer Briggs Type Indicator (MBTI) workshop are applicable to a wide range of situations that involve the need to understand our own and others' behaviours, decisions and orientations and how these can be identified and managed for optimum effectiveness and performance.

### About The MBTI

After more than fifty years of research and development, the MBTI is the most widely used instrument for understanding personality differences. Its importance in the areas of leadership and management development is well documented throughout the world. The MBTI has been widely used in organisations to help people understand and work with psychological preferences that powerfully influence the way they think, work and communicate. When used with teams, this tool can help clarify differences in personal preferences, work styles and interpersonal dynamics – the very issues that can often make or break successful team functioning. The MBTI can help teams understand how to make the most of the inherent capabilities different people bring to their shared tasks. An understanding of individual differences assists in reducing conflict by redirecting potential sources of misunderstanding.

An MBTI workshop offers the opportunity for each participant to take the instrument and receive a comprehensive report that describes their type. Taking the MBTI enhances our understanding of ourselves, as well as our natural strengths and potential areas for growth.

### Topics Include:

The workshop is conducted over one full day and comprises the following:

- Pre-workshop MBTI online questionnaire
- The theory of different types
- Self-estimate and verification of MBTI type
- Experiential exercises to explore the differences and potential management strategies
- A comprehensive booklet that describes the 16 types

### Benefits of Attending

Participating in this program will enable you to:

- Improve and build positive relationships at work and home
- Learn the key elements and differences of psychological preferences
- Understand your own preferences and identify areas of strength and potential for growth
- Explore strategies to manage different types to improve communications, avoid conflict and maximise potential

### Who Should Attend?

This workshop is suitable for individuals and teams who wish to improve their interpersonal communications at work or in their personal life.



## Course Facilitator.

Dr. Qamar-ul-Hassan is a certified MBTI (Myers-Briggs Type Indicator), FIRO-B® (Fundamental Interpersonal Relations Orientation-Behavior™) and MMTIC (Murphy-Meisgeier Type Indicator for Children) Practitioner, a pioneer and one of the leading experts on “Personality Type and Type Based Performance Improvement Solutions” in the region. Discovering human potential and optimizing performance of people while working by themselves or within teams in the organizations summaries what he does and is passionate for. Two words: UNDERSTAND and IMPROVE (for sustained behavioral change) best describe his thinking and the work he is been doing since 2005 with different

institutions, organizations and individuals. He has been working with organizations, corporate professionals, academics, students and doctors in the areas of leadership and management development, career management, employee retention, team building, and training in effectiveness to promote better understandings for improved performance. He has over 16 years of experience of consulting, training, counseling and research. He has successfully implemented Type (MBTI) based performance improvement solutions in many organizations and institutions in Pakistan. He has trained professionals from numerous organizations like National Bank, CDC, Merck Pharma, TCS, Hinopak Motors, Sui Southern Gas Company, Tradekey, Macter, PharmEvo, Novartis, Business Beam, PSEB, DPL, NUST, Iqra, Generations, Cadet College, SPS, FBR, Packages, AKU, PILL, SuperTech, Abbot, Martin Dow, Getz, GSK, Engro, Mobilink, MCB, DUHS, Philip Morris, HANDS, and many more. He has also participated and presented his research work at international conferences in Dubai, Cairo and Chennai. Dr. Qamar is a medical doctor with .special interest In Psychiatry, Psychology and Research

## Highlights Of Previous Sessions





## Look who is learning with Dr. Qamar



## Here's What Past Participants Say about Dr- Qamar



### Philip Morris

We engaged Dr. Qamar as part of an over all team building exercise for the top management team, and found the MBTI services to be extremely valuable and insightful in building enhanced preserves and understanding of our personality types both as an individual and overall team.

*David Lawrie*

*Director Human Resources*

*Philip Morris (Pakistan) Limited*



### NUST

MBTI workshop is amazingly successful method in identifying personality traits and then working on in improving the key traits to make your life successful. Dr. Qamar has done tremendous working in inspiring young's mind at NUST SEECS Islamabad"

*Dr. Arshad Ali - Director General NUST  
seeCS*



### HINO PAK

IT was an excellent initiative, Dr. Qamar-ul-Hassan in-depth knowledge of MBTI as a psychometric tool has helped us to gain a greater insight and understanding of this instrument. The MBTI assessment workshops we have had for our employees have opened the doors of self-awareness which is helping them understand not just there own selves, but others also; professionally and personally both"

*HinoPak Motors Limited*



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