

Workplace Success with

**mbti**®



Mayors Briggs Type Indicator



Tool to Discover  
**Personality types,**

Enhance Team  
**Productivity**

&

Reduce **Conflicts**

# Workplace Success with mbti

Mayors Briggs Type Indicator

## Trainer:

**Dr. Qamar-ul-Hasan**  
(mbti certified  
practioner )

**Duration:** 2 days

## Target Audience:

Executive, Team Leader,  
Manager, Head of  
Department, Human  
Resource Professional  
and Business Owner.  
Ideal for individuals  
whose work  
success depends  
on building  
collaborative  
relationships  
with  
colleagues

## Introduction

The Myers-Briggs Type Indicator® (MBTI®) is a nonjudgmental instrument that helps individuals to understand themselves and others in a way that is value-oriented versus evaluative. In this course, participants will complete the Myers-Briggs Type Indicator® instrument and identify their MBTI® type. Participants will increase their awareness of how their preferences and others' preferences influence their daily behaviours.

Personality differences can create innovation and synergy between people, or, if differences are not understood, can prompt misunderstanding and anger. From the understanding developed in this interactive workshop, participants are able to value the differences better and through the practical examples and activities, they will learn how to communicate and work with others in a more positive and constructive way.

With more than 2 million people taking the MBTI® annually, it is the instrument of choice for many of the world's top companies, leading MBA programmes, and training and coaching professionals worldwide. Take this opportunity to be a part of the learning and growth from this amazing tool.

## Who will benefit

This highly interactive course is ideal for individuals whose work success depends on building collaborative relationships with colleagues and customers.

## It is going to be fun..

This dynamic workshop focuses on applying personality types to better understand work style and communication differences. Using discovery-based group activities, you will explore your own personality preferences and how these differ from other people. You can immediately apply this knowledge to enhance all of your business and personal relationships.

The workshop includes the Myers-Briggs Type Indicator® self-scorable Form M instrument and the MBTI® Introduction to Type booklet.

## Experience the Results you want...

- \* To gain a personal insight into your own personality preferences
- \* To maximize your own natural strengths and manage potential blind spots
- \* To understand and learn to appreciate the diversity in different personality types
- \* To learn techniques to increase your communications effectiveness
- \* To leave with strategies to handle different personality types, ensuring success in the workplace

# Workplace Success with mbti

Mayors Briggs Type Indicator

## Trainer:

**Dr. Qamar-ul-Hasan**  
(mbti certified  
practioner )

**Duration:** 2 days

## Target Audience:

Executive, Team Leader,  
Manager, Head of  
Department, Human  
Resource Professional  
and Business Owner.  
Ideal for individuals  
whose work  
success depends  
on building  
collaborative  
relationships  
with  
colleagues

## The Success Ingredients

### ● Introduction to Type: What is the MBTI®?

Understanding the most widely used personality  
instrument in the world, based on Carl Jung's  
(Swiss Psychiatrist) work

### ● Identifying your MBTI® type

Self-evaluation of your MBTI® type  
Completing the MBTI® instrument

### ● Understanding the four MBTI® functions

Identify and apply characteristics of each of the of the 4  
functions

#### \* Energy Source

\* Information Gathering

\* Decision Making

\* Orientation to Outside World

Distinguish between natural preferences and trained preferenc-  
es

### ● Understanding behaviour

Why do we do the things we do based on personality preference  
The value of individual preference types  
Awareness of type bias and type labelling, and why it's ineffective

### ● Self-awareness in the workplace

How your MBTI® type influences behaviour at work

\* Preferred means of communication

\* Handling stress at work

\* Making better decisions

Development needs for future opportunities

### ● Communicating more effectively with others

Eliminating mis-understandings  
Building relationships through positive communication interactions

### ● Working more effectively with others

Dealing with 'difficult' people  
Resolving conflicts  
Breaking workflow bottlenecks  
Handling meetings  
Building high performing teams

**Note: All topics are learnt through discovery and experience in the workshop using  
activities and real life simulations.**

# Trainer's Profile



**Dr. Muhammad Qamar-ul-Hassan** is a certified MBTI (Myers-Briggs (KMLS) 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 summarizes 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.

Dr. Qamar 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 Session



# Trainer's Profile

A selection of companies for which Dr. Qamar has conducted Training or Executive Coaching:



Here is what past participants say about Dr. Qamar.



## Phillip 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 Resources*

*Phillip 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"

*Hino Pak Motors Limited*

**For more information or to  
schedule a workshop:**

**E-mail:** [qamar.consulting@gmail.com](mailto:qamar.consulting@gmail.com)

**Telephone:** 0092 321 8944246

**Website:** [www.qamarconsulting.com](http://www.qamarconsulting.com)



**Qamar Consulting**

**premier Personality Assessment (MBTI) and Type Based Soft  
Skills Training Company in Pakistan**