

MBTI influencing scenarios

Part 1 E and I

The E's task is to design a one day training event in presentation skills, likely to appeal to both Es and Is, and to present their ideas back to the group.

The I's task is to design a teambuilding day for the group, focussing on how people work together, not on the detailed work programme for the team, and present their ideas back to the group.

Part 2 S and N

Both sets' job is to devise and present an outline research methodology for testing patient opinion on the services they receive from the NHS.

Part 3 T and F

The T's task is to consider and present the steps to be followed in the case of a poorly performing employee.

The F's task is to consider and present an approach for dealing with disloyal employees, e.g. those who undermine the Trust at public meetings or in the press.

Part 4 J and P

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