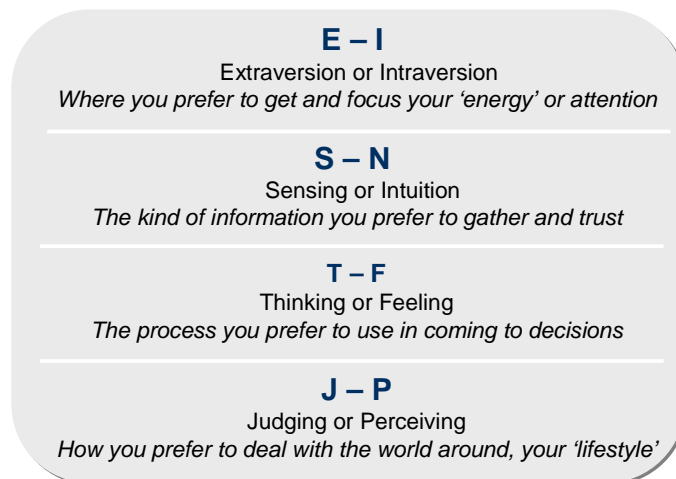




Myers-Briggs Type Indicator®

Completed by over one million people every year, the Myers-Briggs Type Indicator is the most widely used personality inventory in the world. The MBTI® instrument provides an in-depth and accurate picture of a person's personality type. It was developed by Isabel Myers and Katherine Briggs and is based on the groundbreaking work of C. G. Jung. The MBTI® instrument determines individual preferences on four dichotomies:

- How we interact with the outside world
- The kind of information we prefer to pay attention to and deal with
- How we make decisions
- How we organize our lives



Combinations of these preferences result in 16 distinct personality types. The characteristics unique to each personality type provides insight on how they influence an individual's way of leading, communicating and interacting with others and how they organize themselves. The MBTI® instrument has a wide range of applications that promote personal and professional growth and development including:

- Executive development, leadership & coaching
- Organizational development
- Team development
- Career management and retention
- Diversity/interpersonal differences and work relationships

A large volume of supporting literature and materials concerning specific applications for the knowledge gained from the instrument (team development, negotiations, selling, conflict, leadership etc.) are also available for further guidance. The MBTI® instrument may only be administered by a licensed practitioner trained in its proper and ethical use.

Please contact **Dan Norenberg**, **Michael Couch**, **Ed Norman** or **Steven Hunt** for more information about the MBTI®.