

Tero International Interaction Plan Worksheet Applying the Insights of the MBTI to Teams

What is your personality type?

Think of someone with whom you currently have a hard time getting along with. What do you think is the problem?

What do you hope will happen?

What might the other person hope/expect to happen?

What do you know (or think you know) about the other person's personality preferences? (You can use the Typing People binder pages to help you guess)

Person A _____ Person B _____

Read the whole type description for each of the above people in your Tero resource manual. Assuming you've guessed their personality types accurately, what are some of the likely differences of perspective given the mix of their personality preferences and yours?

How can you be sensitive to the other person's personality preferences? (You may find it useful to refer to your other binder pages and personal notes.)

Example: If the other person is an Introvert and you are an Extravert, think about how you can give them some time to prepare for the interaction with you. Is there something you are going to discuss that you could mention beforehand so they have time to think about it? Have you built some “think time” into the meeting? How can you remind yourself not to interrupt? Or, if you are meeting with a Feeler, have you considered what the person’s values might be? How closely does what you have to say fit with that person’s values? Who will be affected by the decisions made as a result of your time together?

How can you help the other person understand where you’re coming from? Are there ways to communicate using terms and viewpoints they can relate to?

In what ways can you help each other arrive at a mutually beneficial solution?

Is there any “history” (old issues) that might affect the way both parties are approaching the situation? In what ways can you address/defuse some of those old issues?

How can you show this person that you genuinely do value them and want to work through this issue in a mutually beneficial fashion? Is there a symbolic gesture that would mean a lot to them?



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