

MBTI® Activity



Schmooze or Lose: An Application of MBTI® Type

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Designed with your success in mind, this activity comes complete with everything you need to engage participants and reinforce type concepts so that individuals can apply the learning immediately post-training. The following materials are provided for this activity:

- Instructions
- PowerPoint® slides
- Handouts

Looking to extend the learning further? Offer each participant a booklet from CPP's **Introduction to Type®** series, available in print or PDF format—20 titles spanning a wide range of MBTI application topics, such as communication, conflict, team building, stress management, innovation, leadership, and more.

For more downloadable, easy-to-use, no-fail activities from world-renowned MBTI® type experts and consultants, visit www.opp.com/MBTIactivities.



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OBJECTIVE

To develop type flexibility by expanding participants' MBTI communication style repertoire using the function pairs

TIME FRAME

55 minutes

MATERIALS

- PowerPoint® slides 1–5
 - PowerPoint slide 1: “Communication Styles of the Feeling Function Pairs”
 - PowerPoint slide 2: “Communication Styles of the Thinking Function Pairs”
 - PowerPoint slide 3: “What Motivates Us?”
 - PowerPoint slide 4: “Communication Style Discussion Questions”
 - PowerPoint slide 5: “Behaviors Generally Associated with MBTI® Type Sellers”
- Handout: “Communication Styles of the Feeling Function Pairs”
- Handout: “Communication Styles of the Thinking Function Pairs”
- Handout: “Communication Style Discussion Questions”
- Handout: “Schmooze or Lose Game Rules”
- Handout: “Schmooze or Lose Observation Sheet”
- Handout: “MBTI® Play Money” (for duplication only)
- Adhesive labels to be used for identification
- *Optional:* Fun prizes, such as M&M's, sugar-free gum, Groucho Marx-type eyeglasses, stickers, and so on

SETUP

- This activity requires open space to allow attendees to move freely about the room, and enough chairs and tables to allow participants to have small-group discussions.
- Make enough copies of the MBTI® Play Money master to supply each person with \$200 (four \$50s per participant). Cut out money and put into an envelope for each participant.
- Make copies of handouts for each participant.