



## Let s Split the Difference: Your Guide to Clarifying the Differences Between Similar Types

By Susan Nash

Em-Power (UK) Ltd, United Kingdom, 2009. Paperback. Book Condition: New. 232 x 190 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.This book has been designed as a resource for trainers, consultants, coaches, and leaders to help individuals assess their best-fit type, and thereby have greater access to their innate talents. Every year, many thousands of people use the knowledge of psychological type (as described initially by Carl Jung in 1921) to raise individual awareness, increase leadership effectiveness, build team cohesiveness and provide support to the coaching process. Most people access these concepts using an assessment tool called the Myers-Briggs Type Indicator (MBTI) which provides a four-letter Type (E/I, S/N, T/F, J/P) that describes an individuals preferred way of gathering information and making decisions. Often individuals struggle with selecting their best-fit type using only this assessment tool because of the difficulties in distinguishing between innate and learned behaviours. To help in the sorting process, it is helpful to use the four lenses of type: [Function-attitudes: what are the information gathering and decision making preferences? [Hierarchy of functions: how do these cognitive processes manifest for your personality type? [Temperament: what are your core needs and what pattern of...



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