

## INDIA PRICE LIST 2018

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Product Code	MBTI® Resource Materials	Prices
6111	MBTI Manual	<b>14,500.00</b>
6229	Introduction to Myers -Briggs Type (7th Edition)	<b>1,050.00</b>
6539	Introduction to Myers-Briggs® Type in Organizations	<b>1,800.00</b>
4278	Understanding Your MBTI Step II Results	<b>2,500.00</b>
6741	MBTI Step II Manual	<b>13,250.00</b>
6158	Introduction to Type & Coaching	<b>1,800.00</b>
6199	Introduction to Type and the 8 Jungian Functions	<b>1,800.00</b>
6862	Introduction to Type Dynamics & Development	<b>1,800.00</b>
6902	Introduction to Type & Careers	<b>1,800.00</b>
6169	Introduction to Type and Emotional Intelligence	<b>1,800.00</b>
6289	Introduction to Type and Communications	<b>1,800.00</b>
6239	Introduction to Type & Conflict	<b>1,800.00</b>
6966	Introduction to Type and Change	<b>1,800.00</b>
6198	Introduction to Type and Teams	<b>1,800.00</b>
6904	Introduction to Type in College	<b>1,800.00</b>
6276	Introduction to Type and Leadership	<b>1,800.00</b>
6186	Introduction to Type & Decision Making	<b>1,800.00</b>
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6185	Introduction To Type & Innovation	<b>1,800.00</b>
6177	Introduction to Type® and Project Management	<b>1,800.00</b>
6180	In the Grip	<b>1,800.00</b>
6942	Introduction to Type in Selling	<b>1,800.00</b>
6128	Type & Culture	<b>2,600.00</b>
6179	Type and Retention	<b>2,600.00</b>
6196	Type & Training	<b>2,600.00</b>
6991	MBTI® Team Building Program- Leaders Resource Guide.	<b>36,000.00</b>
6150	The Leadership Advantage Training Program	<b>32,000.00</b>

4180-FD	Introducing MBTI® Step II™ Results Facilitation Kit	<b>32,000.00</b>
7354	Working Together	<b>3,300.00</b>
6972	MBTI® Step II Users Guide	<b>7,150.00</b>
6274	MBTI® Type Tables for Occupations	<b>13,000.00</b>
6215	Finding The Fit	<b>2,100.00</b>
<b>MBTI® Instrument - Pen &amp; Paper</b>		
6165	Form M Self Scorable (10)	<b>9,750.00</b>
<b>MBTI® Instruments - Online administrations</b>		
61145	Form M Profile Report (Hard Copy)	<b>1,630.00</b>
261145	Form M Profile Report	<b>1,600.00</b>
61148	Form M Team Report (Hard Copy)	<b>3,135.00</b>
261248	Form M Team Report	<b>2,550.00</b>
61144	Form M Interpretive (Hard Copy)	<b>2,490.00</b>
261144	Form M Interpretive	<b>2,400.00</b>
261152	Form M Interpretive (College Edition)	<b>1,600.00</b>
61146	Form M Interpretive for Organizations (Hard Copy)	<b>3,050.00</b>
261146	Form M Interpretive for Organizations	<b>2,900.00</b>
267149C	Form Q Interpretive (Hard Copy)	<b>5,100.00</b>
267149	Form Q Interpretive	<b>4,750.00</b>
267147C	MBTI Step II Profile Report (Hard Copy)	<b>3,060.00</b>
267147	MBTI Step II Profile Report	<b>3,000.00</b>
261182	MBTI Work Styles Report	<b>2,550.00</b>
262153C	MBTI Career Report (Hard Copy)	<b>1,700.00</b>
262153	MBTI Career Report	<b>1,550.00</b>
261191	MBTI® Stress Management Report	<b>2,650.00</b>
261189	MBTI® Communication Styles Report	<b>2,650.00</b>
261161	MBTI® Conflict Styles Report	<b>2,650.00</b>
261190	MBTI® Decision Making Styles Report	<b>2,650.00</b>
261001	MBTI® Complete	<b>4,000.00</b>
216010	MBTI® Form M Personal Impact Report	<b>5,950.00</b>
261121	MBTI® Report for Healthcare Professionals - requires verified type result	<b>2,750.00</b>

<b>FIRO-B® Resource Materials</b>		
2225	FIRO-B Technical Guide	<b>6,750.00</b>
2209	Introduction to FIRO-B	<b>850.00</b>
2219	Introduction to FIRO-B Instrument in Organisations	<b>1,800.00</b>
2220	Participating in Teams	<b>1,800.00</b>
2503	FIRO-Business Users Guide	<b>3,850.00</b>
2504	Introduction to FIRO Business Instrument	<b>1,750.00</b>
2502	FIRO Business Technical Guide	<b>7,000.00</b>
2201	FIRO® Awareness Scales Manual	<b>5,100.00</b>
<b>FIRO-B® Instrument - Pen &amp; Paper</b>		
2216	FIRO-B Self Scorable	<b>8,850.00</b>
<b>FIRO-B® Instrument - Online administrations</b>		
10255	Interpretive Report (Hard Copy)	<b>2,010.00</b>
210255	Interpretive Report	<b>1,800.00</b>
10256	Leadership Report Using FIRO-B/MBTI (Hard Copy)	<b>2,390.00</b>
210256	Leadership Report Using FIRO-B/MBTI	<b>2,200.00</b>
220160C	FIRO-B Profile Report (Hard Copy)	<b>1,480.00</b>
220160	FIRO-B Profile Report	<b>1,450.00</b>
<b>FIRO-Business Instruments - Online administrations</b>		
220170C	FIRO Business Profile Report (Hard Copy)	<b>1,550.00</b>
220170	FIRO Business Profile Report	<b>1,475.00</b>
250160C	FIRO Business Leadership Report (Hard Copy)	<b>2,070.00</b>
250160	FIRO Business Leadership Report	<b>1,875.00</b>
270200C	FIRO-Business Profile + Leadership Report (Hard Copy)	<b>3,270.00</b>
270200	FIRO-Business Profile + Leadership Report	<b>3,000.00</b>
<b>CPI™ 434 - Resource Materials</b>		
1971	CPI Manual	<b>10,400.00</b>
7294	A Practical Guide to CPI Interpretation	<b>10,000.00</b>
<b>CPI 260™ - Resource Materials</b>		
1931	User's Guide to the Coaching Report for Leaders	<b>4,850.00</b>
1928	CPI 260™ Client Feedback Guide for Interpretation	<b>5,000.00</b>
1921	CPI 260™ manual	<b>9,800.00</b>
1937	CPI260™ Coaching Report-Advanced Guide	<b>6,000.00</b>

<b>CPI 260™ - Online Administrations</b>		
219250C	Client Feedback Report (Hard Copy)	<b>3,110.00</b>
219250	Client Feedback Report	<b>2,975.00</b>
219350C	Coaching Report For Leaders (Hard Copy)	<b>4,265.00</b>
219350	Coaching Report For Leaders	<b>4,010.00</b>
219550C	Combined Client / Coaching Report (Hard Copy)	<b>6,240.00</b>
219550	Combined Client / Coaching Report	<b>5,850.00</b>
<b>TKI Conflict - Resource Materials</b>		
4800	Conflict Workshop Facilitator's Guide	<b>23,000.00</b>
4813	Thomas-Kilmann Conflict Mode Instrument	<b>1,980.00</b>
4816	Introduction to Conflict Management	<b>1,875.00</b>
4818	Introduction to Conflict & Teams	<b>1,875.00</b>
<b>TKI - Online Administrations</b>		
248248C	Profile and Interpretive (Hard Copy)	<b>2,115.00</b>
248248	Profile and Interpretive	<b>1,950.00</b>
<b>Strong Interest Inventory - Resource Materials</b>		
8410	Strong Interest Inventory Manual - Newly Revised	<b>8,500.00</b>
8403	Strong Interest Inventory User's Guide	<b>3,400.00</b>
8432	Where Do I Go Next?	<b>1,350.00</b>
8445	Career Exploration for College Students	<b>1,100.00</b>
8475	Strong College Profile Users Guide	<b>3,500.00</b>
8652	Skills Confidence Manual, Revised	<b>3,750.00</b>
8705	Strong Interest Explorer	<b>1,100.00</b>
<b>Strong - Online Administrations</b>		
284108	Strong Profile	<b>1,150.00</b>
284105	Strong High School Profile	<b>1,150.00</b>
284104	Strong Profile and Interpretive Report	<b>1,800.00</b>
284210	Strong High School Profile and Interpretive Report	<b>1,600.00</b>
284220	Strong College Profile & Interpretive Report	<b>1,700.00</b>
287700	iStartStrong	<b>1,200.00</b>
289246	Strong Profile, Standard Edition + Strong and MBTI® Career Report	<b>1,600.00</b>
284106	Strong College Profile	<b>1,150.00</b>
284260	Strong Profile, College Ed, plus Strong and MBTI® Career Report	<b>1,750.00</b>

284230	Strong & Skills Confidence Profile + IR	<b>1,800.00</b>
284250	Strong College & Skills Confidence Profile	<b>1,800.00</b>
<b>NEW PRODUCTS</b>		
2230	FIRO® Feedback Cards	<b>4,000.00</b>
6015	MBTI® Flip a Type Tip	<b>900.00</b>
6130	MBTI® Step I Feedback Cards	<b>2,500.00</b>
6730	MBTI® Step II Feedback Cards	<b>2,500.00</b>
2621	Coach's Guide to the Leadership Report Using the FIRO-B® and MBTI® Instruments	<b>2,000.00</b>
6144-FD	Leader Development: An MBTI® Step I™ Type Training Workshop	<b>36,000.00</b>
6360-FD	Impactful Influencing Workshop	<b>36,000.00</b>
6370-FD	Understanding and Working with Personality Type Workshop Facilitation Kit	<b>16,000.00</b>
6380-FD	MBTI® Concepts for Managers: A Step I™ Type Training Workshop for Managing and Mentoring Others	<b>36,000.00</b>
6788-FD	Introduction to Myers-Briggs® Type Preferences Training Video	<b>12,500.00</b>
2240-FD	Making Teams Work- Powered by the FIRO® Assessment.	<b>36,000.00</b>
4180-FD	Introducing MBTI® Step II® Results Facilitation Kit	<b>32,000.00</b>
6330-FD	Compelling Conversations: Harnessing the Power of Myers-Briggs® Type	<b>36,000.00</b>
4350-FD	Managing Conflict: Harnessing the Power of TKI® Modes	<b>36,000.00</b>
6410-FD	MBTI® and EI	<b>36,000.00</b>
6420-FD	MBTI® and Change	<b>36,000.00</b>
6430-FD	Improving Decision Making	<b>36,000.00</b>

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- Purchasers of restricted materials must satisfy qualification requirements.
- GST will be applicable on some of the products