

INDIA PRICE LIST 2020

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| MBTI® | | |
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| Product Code | User Guides and Manuals | Price in INR |
| 6111 | MBTI® Step I Manual | 17150 |
| 6741 | MBTI® Step II™ Manual | 15750 |
| 6972 | MBTI® Step II™ User's Guide | 8450 |
| 6274 | MBTI® Type Tables for Occupations | 15400 |
| Product Code | Introduction to Type Series | |
| 6229 | Introduction to Myers-Briggs® Type (7th Edition) | 1200 |
| 6158 | Introduction to Type® and Coaching | 2200 |
| 6199 | Introduction to Type® and the 8 Jungian Functions | 2200 |
| 4278 | Understanding Your MBTI® Step II™ Results | 3050 |
| 6862 | Introduction to Type® Dynamics & Development | 2200 |
| 6902 | Introduction to Type® and Careers | 2200 |
| 6169 | Introduction to Type® and Emotional Intelligence | 2200 |
| 6289 | Introduction to Myers-Briggs® Type® and Communications | 2200 |
| 6239 | Introduction to Type® and Conflict | 2200 |
| 6966 | Introduction to Type® and Change | 2200 |
| 6198 | Introduction to Myers-Briggs® Type and Teams | 2400 |
| 6904 | Introduction to Type® in College | 2200 |
| 6276 | Introduction to Myers-Briggs® Type and Leadership | 2400 |
| 6186 | Introduction to Type® & Decision Making | 2200 |
| 6187 | Introduction to Type® & Learning | 2200 |
| 6185 | Introduction To Type® & Innovation | 2200 |
| 6177 | Introduction to Type® and Project Management | 2200 |
| 6180 | In the Grip | 2200 |
| 6942 | Introduction to Type and Selling | 2200 |
| 6128 | Type and Culture | 3050 |
| 6179 | Type and Retention | 3050 |
| 6196 | Type & Training | 3050 |
| 6539 | Introduction to Myers-Briggs® Type in Organizations | 2200 |
| 6015 | MBTI® Flip a Type Tip | 1000 |
| 6215 | Finding The Fit | 2400 |
| Practitioners' Resource Material | | |
| 6991 | MBTI Teambuilding Program: Leader's Resource Guide | 48400 |
| 6150 | The Leadership Advantage Training Program | 38500 |
| 6130 | MBTI® Step I Feedback Cards | 2850 |
| 6730 | MBTI® Step II Feedback Cards | 2850 |

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| 4180-Flash Drive | Introducing MBTI® Step II™ Results - Facilitation Kit | 35400 |
| 6144-Flash Drive | Leader Development: An MBTI® Step I™ Type Training Workshop | 40600 |
| 6330-Flash Drive | Compelling Conversations | 40600 |
| 6360-Flash Drive | Impactful Influencing: Harnessing the Power of Myers-Briggs® Type | 40600 |
| 6370-Flash Drive | Understanding and Working with Personality Type Workshop Facilitation Kit | 18000 |
| 6380-Flash Drive | MBTI® Concepts for Managers: A Step I™ Type Training Workshop for Managing and Mentoring Others | 40600 |
| 6788-Flash Drive | Introduction to Myers-Briggs® Type Preferences - Training Video | 14300 |
| 6410-Flash Drive | Enhancing Emotional Intelligence Through Myers-Briggs® Type | 40600 |
| 6420-Flash Drive | Embracing Change Using Myers-Briggs® Type | 40600 |
| 6430-Flash Drive | Improving Decision Making | 40600 |
| Instrument - Pen & Paper | | |
| 6165 | MBTI® Self Scorable - Form M (pack of 10) | 11200 |
| Instruments - Online administrations | | |
| 261145 | MBTI® Profile Form M | 1800 |
| 261248 | MBTI® Team Report Form M | 2950 |
| 261144 | MBTI® Interpretive Report Form M | 2750 |
| 261152 | MBTI® Interpretive Report, College Edition - Form M (R) | 1800 |
| 261146 | MBTI® Interpretive Report for Organizations Form M | 3300 |
| 267149 | MBTI® Step II Interpretive Report - Form Q | 5400 |
| 267147 | MBTI® Step II Profile Report - Form Q | 3400 |
| 261182 | MBTI® Comparison Report: Work Styles (R) | 2950 |
| 262153 | MBTI® Career Report – Form M | 1800 |
| 261191 | MBTI® Stress Management Report (R) | 3050 |
| 261189 | MBTI® Communication Style Report | 3050 |
| 261161 | MBTI® Conflict Style Report | 3050 |
| 261190 | MBTI® Decision-Making Style Report | 3050 |
| 261001 | MBTI® Complete | 4600 |
| 216010 | MBTI® Personal Impact Report | 6800 |
| 261121 | MBTI® Report for Healthcare Professionals | 3100 |
| FIRO-B® | | |
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| 2225 | FIRO-B® Technical Guide | 8100 |
| 2502 | FIRO Business® Technical Guide | 8350 |
| 2503 | FIRO-Business® Leadership Report User's Guide | 4600 |
| 2621 | Coach's Guide to the Leadership Report Using the FIRO-B® and MBTI® Instruments | 2350 |
| Resource Materials | | |
| 2220 | Participating in Teams | 2200 |
| 2209 | Introduction to the FIRO-B® Instrument | 950 |
| 2504 | Introduction to the FIRO Business® Instrument | 2150 |
| 2219 | Introduction to the FIRO-B® Instrument in Organizations | 2200 |
| Practitioners' Resource Material | | |
| 2230 | FIRO® Feedback Cards | 4550 |
| 2240-Flash Drive | Making Teams Work Powered by the FIRO-Business® Assessment | 40600 |

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| 2216 | FIRO-B® Self Scorable (Pack of 10) | 10150 |
| Instrument - Online administrations | | |
| 210255 | FIRO-B® Interpretive Report for Organizations | 2050 |
| 210256 | Leadership Report Using the FIRO-B® and MBTI® Instruments | 2500 |
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| 220170 | FIRO-Business® Profile Report | 1700 |
| 250160 | FIRO-Business® Leadership Report | 2100 |
| 270200 | FIRO-Business® Profile + Leadership Report | 3450 |
| CPI 260™ | | |
| User Guides and Manuals | | |
| 1971 | CPI™ Manual | 12300 |
| 7294 | A Practical Guide to CPI™ Interpretation | 11800 |
| 1931 | CPI 260® Coaching Report for Leaders User's Guide | 5800 |
| 1921 | CPI 260® Manual | 11650 |
| 1928 | CPI 260® Client Feedback Report Guide for Interpretation | 5950 |
| 1937 | CPI260® Coaching Report for Leaders Advanced Guide for Interpretation | 7150 |
| Online Administrations | | |
| 219250 | CPI 260® Client Feedback Report (R) | 3400 |
| 219350 | CPI 260® Coaching Report for Leaders | 4550 |
| 219550 | CPI 260® Client Feedback Report and Coaching Report for Leaders (R) | 6600 |
| TKI® Conflict | | |
| User Guides and Manuals | | |
| 4800 | Conflict Workshop Facilitator's Guide | 26400 |
| Resource Materials | | |
| 4816 | Introduction to Conflict Management | 2250 |
| 4818 | Introduction to Conflict and Teams | 2250 |
| 4350-Flash Drive | Managing Conflict Using the TKI® Assessment | 40600 |
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| 4813 | Thomas-Kilmann Conflict Mode Instrument | 2300 |
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| 248248 | TKI® Profile and Interpretive Report | 2200 |
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| 8475 | Strong Interest Inventory® College Profile User's Guide | 3750 |
| 8652 | Skills Confidence Inventory Manual, Revised Edition | 4000 |
| 8410 | Strong Interest Inventory® Manual (with Supplement) - Newly Revised | 10050 |
| Resource Materials | | |
| 8432 | Where Do I Go Next? | 1600 |
| 8445 | Career Exploration For College Students | 1350 |
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| 284108 | Strong Profile | 1300 |
| 284105 | Strong Profile, High School Ed | 1250 |

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| 284104 | Strong Profile and Interpretive Report | 2050 |
| 284210 | Strong Profile, High School Ed and Interpretive Report | 1750 |
| 284220 | Strong Profile, College Ed and Interpretive Report | 1900 |
| 287700 | iStartStrong® Report | 1300 |
| 289246 | Strong Profile, Standard Ed + Strong and MBTI® Career Report | 1900 |
| 284106 | Strong Profile College Ed | 1300 |
| 284260 | Strong Profile, College Ed, plus Strong and MBTI® Career Report | 2000 |

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