

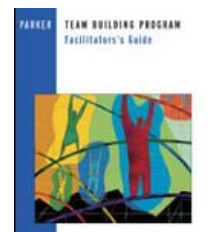
# Product Prices

## Singapore - Malaysia - Indonesia - Brunei

### Effective from February 2011



BENCHMARKS®



**Myers Briggs Type Indicator® [MBTI®] Instrument**

**MBTI® Step I Instruments & Materials**

**MBTI® Form M Self-Scorable & Booklets: Combination Kits  
With MBTI® Self-Scorable**

		Per set	50 sets or more
61601	Introduction to Type® – 6 <sup>th</sup> Edition	S\$47.00	S\$46.00
61631	Introduction to Type® in Organizations – 3 <sup>rd</sup> Edition	S\$52.00	S\$51.00

*(Purchase any Introduction to Type® series booklet @ S\$31 each for every set of combination purchased)*

**MBTI® Self-Scorable & Booklets**

		Per item	50 items or more
6165	MBTI® Self-Scorable (pk of 10)	S\$230.00	S\$225.00
1469	MBTI® Self-Scorable (singles)	S\$24.00	S\$23.00
6129	Introduction to Type® – 6 <sup>th</sup> Edition	S\$27.00	S\$26.00
6139	Introduction to Type® in Organizations – 3 <sup>rd</sup> Edition	S\$33.00	S\$31.00

**MBTI® Form M Online Reports**

*Get S\$3 off every online MBTI® report when purchase with Introduction to Type® booklet or Introduction to Type® in Organization booklet*

	MBTI® Form M Online Reports	PDF Reports only	With ITT	With ITTO
261145	MBTI® Profile Report	S\$29.00	S\$53.00	S\$59.00
261144	MBTI® Interpretive Report	S\$36.00	S\$60.00	S\$66.00
261146	MBTI® Interpretive Report for Organizations	S\$44.00	S\$68.00	S\$74.00
262153	MBTI® Career Report	S\$27.00	S\$51.00	S\$57.00
261161	MBTI® Conflict Style Report	S\$36.00	S\$60.00	S\$66.00
261191	MBTI® Stress Management Report	S\$36.00	S\$60.00	S\$66.00
261189	MBTI® Communication Style Report	S\$41.00	S\$65.00	S\$71.00
261001	MBTI® Complete & Profile Report	S\$98.00	S\$122.00	S\$128.00

*In addition, the following reports are also available (price is for each participant):*

261248	MBTI® Team Report (Online) .....	S\$42.00
261182	MBTI® Work Styles Report (Online) .....	S\$41.00

**MBTI® Step II Instruments & Materials**

**MBTI® Form Q Online Reports**

*Get S\$3 off every online MBTI® report when purchase with Introduction to Type® booklet or Introduction to Type® in Organization booklet*

	MBTI® Form Q Online Reports	PDF Reports only	With ITT	With ITTO
267147	MBTI® Step II Profile Report	S\$43.00	S\$67.00	S\$73.00
267149	MBTI® Step II Interpretive Report	S\$66.00	S\$90.00	S\$96.00

**MBTI® Form Q Resource Materials**

6741	MBTI® Step II Manual.....	S\$199.00
	<i>Exploring the Next Level of Type with the MBTI® Form Q</i>	
4178	Understanding Your MBTI® Step II Results.....	S\$36.00
	<i>A Step-by-Step guide to your unique Expression of Type</i>	
	10+.....	S\$34.00
4179	Working with MBTI® Step II Results: Facilitator Guide.....	S\$670.00
	<i>A Comprehensive Resource for Introductory Workshops and Leadership, Team, and Career Management Programs</i>	

**MBTI® Form K Online Reports**

*Get S\$3 off every online MBTI® report when purchase with Introduction to Type® booklet or Introduction to Type® in Organization booklet*

	MBTI® Form K Online Reports	PDF Reports only	With ITT	With ITTO
268142	EIR Profile Report	S\$85.00	S\$109.00	S\$115.00
268143	EIR Interpretive Report	S\$140.00	S\$164.00	S\$170.00

**MBTI® Form K & Resource Material**

6766	Form K Question (pkt of 25 – reusable) .....	S\$288.00
6777	Form K Answer Sheets (pkt of 25) .....	S\$128.00
6807	Form G Hand Scoring Keys (reusable) .....	S\$280.00

**MBTI® Materials – Chinese Translations**

**Simplified Chinese Characters**

**MBTI® Form M & Booklets: Combination Kits**

*(Purchase Introduction to Type® and Teams booklet @ S\$31 each for every set purchased)*

	<b>MBTI® Simplified Chinese Assessments</b>	<b>Introduction to Type® – 6<sup>th</sup> Edition [SCM6129AP]</b>	<b>Introduction to Type® in Organizations – 3<sup>rd</sup> Edition</b>
	MBTI Step I Form M Self-Scorable	S\$47 [61611]	S\$52 [61641]
661145	MBTI Step I Form M Profile (Online)	S\$53	S\$59
661144	MBTI Step I Form M Interpretive Report (Online)	S\$60	S\$66
661146	MBTI Step I Form M Interpretive Report for Organizations (Online)	S\$68	S\$74
667149	MBTI Step II Form Q Interpretive Report (Online)	S\$90	S\$96

ZH-CN68301	Form M Profile (Online) & Introduction to Type® in Organizations – 2 <sup>nd</sup> Edition.....	S\$39.00
68311	Introduction to Type® in Organizations – 2 <sup>nd</sup> Edition & Form M S/S .....	S\$39.00

**MBTI® Booklets**

SCM6129AP	Introduction to Type® – 6 <sup>th</sup> Edition.....	S\$27.00
68301	Introduction to Type® in Organizations – 2 <sup>nd</sup> Edition .....	S\$20.00
SCM6139AP	Introduction to Type® in Organizations – 3 <sup>rd</sup> Edition.....	S\$33.00
SCM6998AP	Introduction to Type® and Teams.....	S\$33.00

**Traditional Chinese Characters**

**MBTI® Form M & Booklets: Combination Kits**

*(Purchase Introduction to Type® and Teams booklet @ S\$31 each with every set purchased)*

	<b>MBTI® Traditional Chinese Assessments</b>	<b>Introduction to Type® – 6<sup>th</sup> Edition [TCC6129AP]</b>	<b>Introduction to Type® in Organizations – 3<sup>rd</sup> Edition</b>
	MBTI Step I Form M Self-Scorable	S\$47 [61621]	S\$52 [61651]
661145	MBTI Step I Form M Profile (Online)	S\$53	S\$59
661144	MBTI Step I Form M Interpretive Report (Online)	S\$60	S\$66
661146	MBTI Step I Form M Interpretive Report for Organizations (Online)	S\$68	S\$74
667149	MBTI Step II Form Q Interpretive Report (Online)	S\$90	S\$96

**MBTI® Booklets**

TCC6129AP	Introduction to Type® – 6 <sup>th</sup> Edition.....	S\$27.00
TCC6139AP	Introduction to Type® in Organizations – 3 <sup>rd</sup> Edition.....	S\$33.00
TCC6998AP	Introduction to Type® and Teams.....	S\$33.00

**MBTI® User's Guides & Manuals**

6961	MBTI® Career Report User's Guide .....	S\$70.00
	<i>Use with MBTI® Career Report (Item No.: 262153)</i>	
6230	MBTI® Conflict Management Program .....	S\$540.00
6111	MBTI® Manual (1998) – 3 <sup>rd</sup> Edition.....	S\$210.00
6991	MBTI® Team Building Program – 3 <sup>rd</sup> Edition: Leader's Resource Guide .....	S\$495.00
6200	MBTI® Practitioner's Field Guide .....	S\$395.00
6174	MBTI® Type Tables: For Occupations .....	S\$190.00
6173	MBTI® Type Tables: International.....	S\$160.00
6172	MBTI® Type Tables: For College Majors <b>(NEW!)</b> .....	S\$160.00
6150	The Leadership Advantage Training Program .....	S\$540.00
	<i>Using the MBTI® Tool for Effective Leadership: Facilitator Guide</i>	
6954	Type & Change: MBTI® Leader's Resource Guide .....	S\$540.00
6956	Type & Change: MBTI® Participant's Guide.....	S\$37.00
6168	Using the MBTI® Tool to Enrich Emotional Intelligence <b>(NEW!)</b> .....	S\$540.00
4169	Using MBTI® Tool in Organizations – 3 <sup>rd</sup> Edition: Leader's Resource Guide .....	S\$540.00
2910	Working with Organizational Character: Training Program.....	S\$395.00
2905	Working with Organizational Character: Participant's Workbook.....	S\$23.00
2903	Working with Organizational Character: Organizational Character Index.....	S\$15.00

**MBTI® Presentation Kits on CD-ROM**

0953	Presenting Type in Organisations – version 3.1 .....	S\$68.00
0956	Presenting MBTI® Step II instrument in Organisations – version 3.0.....	S\$68.00
6135-DVD	MBTI® Feedback DVD.....	S\$32.00

**Introduction to Type® Series**

(Following booklets are @ S\$31 each with every 61601 or 61631 purchased)

6180	In the Grip – 2 <sup>nd</sup> Edition .....	S\$33.00
	<i>Understanding Type, Stress &amp; the Inferior Function</i>	
6902	Introduction to Type® and Careers .....	S\$33.00
6159	Introduction to Type® and Coaching.....	S\$33.00
	<i>A Dynamic Guide for Individual Development</i>	
6239	Introduction to Type® and Conflict.....	S\$33.00
6966	Introduction to Type® and Change .....	S\$33.00
6189	Introduction to Type® and Communications .....	S\$33.00
6186	Introduction to Type® and Decision Making .....	S\$33.00
6169	Introduction to Type® and Emotional Intelligence .....	S\$33.00
	<i>Pathways to Performance</i>	
6185	Introduction to Type® and Innovation .....	S\$33.00
6176	Introduction to Type® and Leadership.....	S\$33.00
6187	Introduction to Type® and Learning.....	S\$33.00
6998	Introduction to Type® and Teams – 2 <sup>nd</sup> Edition .....	S\$33.00
6199	Introduction to Type® and the 8 Jungian Functions .....	S\$33.00
	<i>Applications for Work and Life</i>	
6862	Introduction to Type® Dynamics and Development.....	S\$33.00
	<i>Exploring the Next Level of Type</i>	
6904	Introduction to Type® and College (NEW!).....	S\$33.00
6942	Using Type in Selling.....	S\$33.00
	<i>Building Customer Relationships with the MBTI®</i>	
63235	Introduction to Type® Library (Save 10%).....	S\$475.00
	<i>Sixteen Type Booklets (all titles above) well suited as reference for professionals exploring the applications of the MBTI® instrument</i>	

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6175	Measuring Results of MBTI® Type Training .....	S\$46.00
	<i>ROI in Action</i>	
6195	Type and Career Development .....	S\$46.00
	<i>Facilitating Personal and Professional Development</i>	
6128	Type and Culture .....	S\$46.00
	<i>Using the MBTI® Instrument in International Applications</i>	
6179	Type and Retention .....	S\$46.00
	<i>Retaining Talent, Leveraging Type</i>	
6196	Type and Training .....	S\$46.00
	<i>Designing and Delivering an Effective MBTI® Workshop</i>	
61701	Type Practitioner Series Library (Save 10%).....	S\$210.00
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	<i>A Description of the Preferences Reported by the MBTI</i>	
5124	Looking at Type®: The Fundamentals.....	S\$35.00
5120	Looking at Type® and Learning Styles .....	S\$35.00
5121	Looking at Type® and Spirituality .....	S\$35.00
5122	Looking at Type® in the Workplace .....	S\$35.00
51201	Looking at Type® Library (Save 10%).....	S\$128.00
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**MBTI® Resource Materials**

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5128	Exercises for Differentiating MBTI Type.....	S\$53.00
7270	Gifts Differing..... <i>Understanding Personality Type</i>	S\$40.00
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5110	Shape Up Your Program..... <i>Tips, Teasers, and Thoughts for Type Trainers</i>	S\$65.00

**Parker Team Player**

4900	Parker Team Building Program Facilitator Guide.....	S\$399.00
4913	Parker Team Player Survey .....	S\$31.00
4916	Parker Team Player Survey Styles of Another Person .....	S\$25.00

**Thomas-Kilmann Conflict Mode Instrument [TKI]**

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TCC4813AP	Thomas Kilmann Conflict Mode Instrument [Traditional Chinese Hardcopy]	S\$33	S\$65
ZH-HK-248248-1033-01	TKI Profile and Interpretive Report [Traditional Chinese]	S\$36	S\$68

<b>Thomas Kilmann Conflict Mode Instrument [Simplified Chinese]</b>	<b>Reports Only</b>	<b>With Intro to Conflict Management booklet</b>
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SCM4813AP	Thomas Kilmann Conflict Mode Instrument [Simplified Chinese Hardcopy]	S\$33	S\$65
ZH-CN-248248-1033-01	TKI Profile and Interpretive Report [Simplified Chinese Hardcopy]	S\$36	S\$68

**TKI Resource Materials**

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4816	Introduction to Conflict Management .....	S\$36.00
4818	Introduction to Conflict Management and Teams .....	S\$36.00

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248520	Work Engagement Profile Interpretive Report (online) .....	S\$35.00
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**FIRO Business<sup>®</sup> Instrument**

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250160	FIRO Business <sup>®</sup> Leadership Report (Online Only)	S\$31	S\$61
270200	FIRO Business <sup>®</sup> Combined Profile/ Leadership Report (Online Only)	S\$43	S\$72

2502	FIRO Business <sup>®</sup> Technical Guide .....	S\$120.00
2503	FIRO Business <sup>®</sup> User's Guide.....	S\$60.00
2504	Introduction to the FIRO Business <sup>®</sup> Instrument .....	S\$32.00

**FIRO-B<sup>®</sup> Self-Scorable & Booklets: Combination Kits**

		Per set	10 sets or more
22221	Introduction to the FIRO-B <sup>®</sup> Instrument	S\$49	S\$47
22231	Introduction to the FIRO-B <sup>®</sup> Instrument in Organizations	S\$49	S\$47
22241	Participating in Teams – Using FIRO-B <sup>®</sup> Results	S\$49	S\$47

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1470	FIRO-B <sup>®</sup> Self-Scorable (singles)	S\$21	S\$20
2209	Introduction to the FIRO-B <sup>®</sup> Instrument	S\$32	S\$31
2219	Introduction to the FIRO-B <sup>®</sup> Instrument in Organizations	S\$32	S\$31
2220	Participating in Teams – Using FIRO-B <sup>®</sup> Results	S\$32	S\$31

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620160-1033-01	FIRO-B <sup>®</sup> Profile (Online)	S\$ 45	S\$51
610255-1033-01	FIRO-B <sup>®</sup> Interpretive Report (Online)	S\$ 50	S\$56

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8432	Where Do I Go Next? .....	S\$24.00
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289144	1994 Strong Standard Profile and Interpretive Report (Online).....	S\$31.00
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	10+.....	S\$450.00
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**BarOn EQ-360® Instrument (for Singapore only)**

**BarOn EQ-360® Online Reports**

1316	EQ-360® Multirater Feedback Report (Online Only) .....	S\$338.00
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**BarOn EQ-360® Resource Materials**

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- Order will be dispatched within one working day after confirmation.
- If for any reason an item you request is not unavailable, we will inform you.
- Purchasers of restricted items may be requested for their qualification details.
- Total amount for the order will be confirmed by invoice.
- Special discount will be given for large orders.

### Prices & Payment

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- **Payments made via cheque can be done using Singapore Dollar (SGD) or US Dollar (USD) cheques.**  
The cheque should be made payable to:  
**CPP Asia Pacific Pte Ltd**
- Payments can be made via American Express™ credit cards.
- Payments can also be made via bank/telegraphic transfers, payee to incur all bank charges. [Contact for bank details]

### SINGAPORE

- Prices stated are in Singapore Dollars (SGD), unless otherwise stated, and are subject to prevailing government tax.
- Total amount on invoice will include prevailing taxes and delivery charge.

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- Total amount on invoice will include prevailing taxes and delivery charge of 10% of the invoiced amount or S\$50, whichever is higher. Import & export taxes incurred during delivery will be borne by the client.
- Bank Transfer charges to be paid by customers

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- Reports are sent in pdf format, please inform us if you require hardcopies.
- Hardcopies of the reports are chargeable at S\$10 (before prevailing taxes) for each copy.
- Sample reports are available on our website at [www.hc.com.sg](http://www.hc.com.sg)

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CPP Asia Pacific is the sole provider of the Certification Training in Singapore, Malaysia, Indonesia and Brunei for the following:

- MBTI® 4-Day Step I & Step II (EIR) Certification Program
- FIRO-B® 2-Day Certification Program
- Benchmarks® & SKILLSCOPE® 1-Day Certification Program
- Strong Interest Inventory® 1-Day Certification Program
- CPI™ 2-Day Certification Training Program
- BarOn EQ-i® & EQ-360™ 4-Day Certification Program

Please visit our website at [www.hc.com.sg](http://www.hc.com.sg) for details of venues, dates, pricing and registration forms.

To register, simply fax the registration form to +65 6396 6332. An invoice and confirmation letter will be sent for payment upon receiving the registration form.

## About the Courses

### **MBTI® Step I & Step II (EIR) Accreditation Program**

Based on Jungian theory, and now the world's most widely used personality indicator, this self-report instrument describes people's preferences for taking in information, making decisions and orienting their lives. It classifies people into 16 broad types and this information is used to deepen self-understanding, reduce interpersonal conflict, build better teams and manage change. Our program runs for four days and straddles a weekend.

The MBTI Instrument has been further developed. Learn about the twenty new sub-scales, what they measure and how to use them in business settings. The EIR explains unclear preferences, distinguishes differences between people of the same type and covers a range of applications.

### **FIRO-B® Certification Program**

The FIRO (Fundamental Interpersonal Relations Orientation) is a powerful personality tool that assesses how a person typically behaves towards others and how that person would like others to behave towards themselves. It assesses interpersonal style and its appropriateness in relationships on three levels: Inclusion, Control and Affection. This makes the FIRO-B an ideal instrument for building team compatibility, for personal development and for coaching.

### **Benchmarks® Certification Program**

Benchmarks is a research-based instrument of 164 items designed to assess the lessons that managers and leaders can and must learn from experience if they do not want their careers to stall. Participants select a superior, up to five peers and five direct subordinates and have them complete the Benchmarks questionnaires. All data, including the participant's own responses are then computer-analysed and represented in a comprehensive, easy to read, 38 page Feedback Report.

### **Strong Interest Inventory® Certification Program**

Strong is a carefully constructed, easily used questionnaire which compares a person's interests with the interests of people successfully employed in a wide range of occupations. It is used to help people understand the work from which they might gain satisfaction. It is a vital tool for counsellors working with students exploring career options and subject choices, clients changing jobs and those interested in career development.

### **California Psychological Inventory™ Accreditation Program**

The California Psychological Inventory instrument is a highly reliable questionnaire that objectively measures personality and behaviour, providing an accurate, complex portrait of a person's professional and personal style. It describes a client as a close, knowledgeable and objective friend would. Its accuracy and ability to predict work behaviour is attested to by the fact that many companies around the world have relied on it for employment decisions for over 20 years.

### **BarOn EQ-i® & EQ-360™ Certification Program**

Emotional Intelligence is now recognised as a key factor underpinning successful individuals, teams, leaders and organisations. Emotional intelligence is a measure of a person's emotional, personal, social and coping dimensions of intelligence. Best of all, emotional intelligence can be improved through training initiatives aimed at enhancing social and emotional skills. Based on 20 years of research by Dr. Reuven Bar-On and applied with over 110,000 individuals worldwide, the BarOn EQ-i (Self-report) and EQ-360 (Multi-rater feedback) are the first scientifically validated and most widely used measures of emotional intelligence.

## CPP Asia Pacific Pte Ltd

CPP Asia Pacific is the sole provider for the marketing and distribution of the MBTI®, FIRO®, Strong Interest Inventory®, CPI™, Parker Team Player, Maslach Burnout Inventory and Thomas-Kilmann Conflict Mode Instrument [TKI] instruments and materials in Singapore, Malaysia, Indonesia and Brunei, Benchmarks® & SKILLSCOPE® instruments and materials in Singapore, Malaysia and Brunei, and BarOn EQ-i® and BarOn EQ-360® instruments and materials in Singapore.

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