

Collegiate Gateway

Personalized Assessments and Organizational Development





Just after being promoted into a new management role, doing an MBTI assessment with Julie was a wonderful tool to begin thinking in depth about my own leadership style.

Director of Marketing, restaurant and hospitality group

OVERVIEW

Collegiate Gateway helps clients reach their educational and professional potential. We offer a wide range of assessments and organizational development services for individuals and groups.

INDIVIDUAL ASSESSMENTS

Discovering one's personality type can help individuals understand their strengths and potential blind spots. As a result of innate personality preferences, people develop unique approaches to learning, communicating, problem-solving, stress management, and teamwork. This knowledge provides a powerful tool to help clients navigate college, graduate school, and careers.

ORGANIZATIONAL ASSESSMENTS

Organizational effectiveness begins with the individual. By understanding the strengths of each team member, we gain deeper insight into the dynamics of the organization overall. From there, we advise on ways to enhance leadership and build a high-performance culture aligned with companies' larger strategic goals. Our workshops are highly interactive, and help managers and teams strengthen morale, improve communication, solve problems, and implement change.



I have been on a quest of personal discovery. Julie, thank you for letting me know that I am an INFP. America, get ready for me to be all up INFP your face!

Stephen Colbert, host of The Late Show

ASSESSMENTS

Collegiate Gateway draws upon an extensive background in developmental psychology and counseling. As such, we utilize several personality and interest assessments to help clients understand their strengths and challenges, as well as illuminate potential academic paths, activities, and careers.

Julie Raynor Gross is a Master Practitioner of the following assessments:

- ***Murphy-Meisgeier Type Indicator for Children (MMTIC)*** – measures psychological type preferences in children and young people from the ages of 7 to 18
- ***Myers-Briggs Type Indicator Step II (MBTI)*** – measures innate personality for people 14 years and older, including facets that differentiate individuals within each of the 16 types
- ***Strong Interest Inventory (SII)*** – assesses interests in academics, extracurricular activities and hobbies, and potential career paths



The self-awareness I gained from my MBTI assessment, along with Julie's guided analysis, has helped me immeasurably with teamwork in medical school.

Student, New York University School of Medicine, 2019

CAREERS

Finding a fulfilling career path requires matching an individual's preferences, talents, and personality with appropriate occupations. We begin by becoming familiar with our clients' academic and personal background, and then provide a variety of services to help them present their strengths and accomplishments as effectively as possible.

CAREER SERVICES

- Administer and interpret MBTI and Strong Interest Inventory assessments
- Clarify preferred styles of learning, working, leadership, and teamwork
- Determine best-fit academic and career paths
- Develop effective resumes and cover letters
- Conduct mock employment interviews with feedback



This exercise was so helpful in understanding the “how and why” of my communication patterns. I will use this information in both my work life and my personal life.

Sales, consumer products company

ORGANIZATIONAL DEVELOPMENT

For organizations to be successful, individual members must understand their strengths and role within the company. Administering and interpreting the Myers-Briggs Type Indicator helps team members to gain awareness of themselves and each other. We contribute our expertise in organizational development and our experience in strategic planning to help companies communicate and problem-solve in the most effective way possible.

Collegiate Gateway has provided MBTI coaching to individual managers, as well as leadership teams of as many as 50 professionals. We have worked with organizations across a variety of industries, including technology, consumer products, and global educational services.

ORGANIZATIONAL WORKSHOPS

- Provide overview of the MBTI theory of innate personality
- Increase each individual's understanding of his or her own personality type
- Illustrate core differences among the 16 MBTI personality types and behaviors
- Explain how individual personalities combine to generate a "team personality"
- Strengthen communication, problem-solving, decision-making, and change management



At the core of my counseling practice is a life-long philosophy of positivity, empowerment, and support.

Julie Raynor Gross, President and Founder

ABOUT JULIE

Julie Raynor Gross is the President and Founder of Collegiate Gateway, a boutique organizational consulting firm. Ms. Gross draws upon a diverse, interdisciplinary background in psychology, education, business management, and strategic planning. She has in-depth experience in developmental psychology and counseling, and is a Master Practitioner of several assessments that identify individuals' innate personalities and career interests.

This experience allows her to help individuals increase self-awareness and reach their potential, and work effectively with teams to maximize an organization's performance. Collegiate Gateway brings a positive, enthusiastic, empowering approach to help all clients become their best selves.

AFFILIATIONS



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ISFJ

INFJ

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