

DOES YOUR TEAM HAVE THE INFLUENCE SKILLS THEY NEED TO SUCCEED?



PI Worldwide
People Smart. Results Driven.®



Expand Influence; Maximize Impact!

The ability to influence others both within an organization and outside it is now an essential business skill at all levels and for all roles. Articulating ideas, making plans clear and compelling, gaining “buy-in” on a proposed strategy, and getting agreement relies on knowing and using a proven set of influence practices.

Know Your Strengths. Find Your Opportunities.

Learn the strengths and gaps of your team in the influence process using PI Worldwide’s® Influence Skills Assessment Tool™ (ISAT). This easy-to-administer online survey examines 25 key aspects of influence clustered into five areas. ISAT gives the participant insight into their influence strengths and areas of growth to increase their overall effectiveness.

ISAT is ideal for those who need to provide ideas, projects and solutions to others and influence their acceptance. Applicable for managers and individual contributors at all levels; ISAT provides concrete data on the universal business skill – influence.

The ISAT measures the five key areas of powerful influence:

- Building trust and credibility
- Understanding the situation & specific needs
- Presenting ideas and articulating their value
- Handling objections and gaining agreement
- Creating long-term relationships with effective positioning

Executive Summary		Comparative Group Results									
Area	Sub-Area	Score	Target	Gap	Score	Target	Gap	Score	Target	Gap	Score
Trust & Credibility	Trustworthiness	4.5	4.0	0.5	4.2	4.0	0.2	4.8	4.0	0.8	4.5
	Reliability	4.3	4.0	0.3	4.1	4.0	0.1	4.6	4.0	0.6	4.4
	Consistency	4.4	4.0	0.4	4.3	4.0	0.3	4.7	4.0	0.7	4.5
	Follow-through	4.2	4.0	0.2	4.0	4.0	0.0	4.5	4.0	0.5	4.3
	Accountability	4.6	4.0	0.6	4.4	4.0	0.4	4.9	4.0	0.9	4.6
Understanding Situation & Needs	Active Listening	4.1	4.0	0.1	3.9	4.0	-0.1	4.3	4.0	0.3	4.1
	Empathy	4.0	4.0	0.0	3.8	4.0	-0.2	4.2	4.0	0.2	4.0
	Open-mindedness	4.2	4.0	0.2	4.0	4.0	0.0	4.4	4.0	0.4	4.2
	Curiosity	4.3	4.0	0.3	4.1	4.0	0.1	4.5	4.0	0.5	4.3
	Respectful Inquiry	4.4	4.0	0.4	4.2	4.0	0.2	4.6	4.0	0.6	4.4
Presenting Ideas & Value	Clear Communication	4.0	4.0	0.0	3.8	4.0	-0.2	4.2	4.0	0.2	4.0
	Articulation of Value	4.1	4.0	0.1	3.9	4.0	-0.1	4.3	4.0	0.3	4.1
	Storytelling	4.2	4.0	0.2	4.0	4.0	0.0	4.4	4.0	0.4	4.2
	Use of Data	4.3	4.0	0.3	4.1	4.0	0.1	4.5	4.0	0.5	4.3
	Anticipation of Objections	4.4	4.0	0.4	4.2	4.0	0.2	4.6	4.0	0.6	4.4
Handling Objections & Agreement	Active Listening	4.1	4.0	0.1	3.9	4.0	-0.1	4.3	4.0	0.3	4.1
	Empathy	4.0	4.0	0.0	3.8	4.0	-0.2	4.2	4.0	0.2	4.0
	Open-mindedness	4.2	4.0	0.2	4.0	4.0	0.0	4.4	4.0	0.4	4.2
	Curiosity	4.3	4.0	0.3	4.1	4.0	0.1	4.5	4.0	0.5	4.3
	Respectful Inquiry	4.4	4.0	0.4	4.2	4.0	0.2	4.6	4.0	0.6	4.4
Creating Relationships & Positioning	Building Trust	4.5	4.0	0.5	4.3	4.0	0.3	4.7	4.0	0.7	4.5
	Understanding Needs	4.4	4.0	0.4	4.2	4.0	0.2	4.6	4.0	0.6	4.4
	Presenting Value	4.3	4.0	0.3	4.1	4.0	0.1	4.5	4.0	0.5	4.3
	Handling Objections	4.2	4.0	0.2	4.0	4.0	0.0	4.4	4.0	0.4	4.2
	Creating Relationships	4.6	4.0	0.6	4.4	4.0	0.4	4.8	4.0	0.8	4.6

The ISAT provides reporting on an individual, group, and company level giving leaders a clear understanding and analysis of the strengths and opportunities within the organization.

EXPAND THE INFLUENCE SKILLS OF YOUR TEAM TODAY.



EXPAND YOUR LEADERSHIP IMPACT

Coupling the ISAT with PI Worldwide's Predictive Index® (PI®) and the PI Management Workshop™, leaders strengthen the ability to create impact with all types of people in the organization. Building consensus, motivating commitment and change, extending your reach and influence are the result of knowing yourself as a leader and understanding the motivational needs and drives of others throughout your organization. Gain the insight you need to drive the performance that delivers results.

As a leader in Human Capital Analytics, PI Worldwide has the tools for you to harness the power of influence and create impact in your organization.

To learn more about how you can expand influence and create results, contact us at:

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BUILD YOUR SKILLS

To build influence skills in “selling” your ideas, strategies and capabilities, PI Worldwide® offers Customer-Focused Selling™, (CFS) a proven method of building capabilities in assessing the needs of the other party, articulating your message in the best way to be heard, dealing with any concerns or resistance, and gaining agreement. Instead of focusing on selling products and services to external customers, the CFS course is presented with a focus on applying a consultative process of “selling your ideas” to internal and external parties.



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