

WORKFORCE ANALYTICS: TOOLS AND PRODUCTS

WHY USE WORKFORCE ANALYTICS?

- 01 Drive success
- 02 Better hiring decisions
- 03 Identify and coach high potentials
- 04 More effective people management

THE PREDICTIVE INDEX®



A powerful set of management tools that help you make science-based decisions about the people and teams who work to drive your organization's success. Delivering valuable insights into workplace behaviors and skills, the PI® System transfers the knowledge of our systems to you, allowing you to predict fits and gaps, pinpoint coaching and develop future leaders.

INFLUENCE SKILLS ASSESSMENT TOOL™ (ISAT)



A benchmarking tool examining an individual's strengths and areas of growth in the core competencies of influence. The ISAT is ideal for managers and individual contributors at all levels who need to provide ideas and solutions to influence favorable responses. Strategies for peak performance can be implemented immediately.

BECOMING A PI PRACTITIONER™



Attendees are guided in a two-day workshop to a higher level of self-awareness, resulting in behavior adjustments that accelerate career trajectory. Lively, energetic and uncommonly valuable, attendees develop a complete understanding of decision-making, communication and delegation styles by applying PI data to actual work experiences.

LEADERSHIP TRANSITION PROGRAM™ (LTP)



A four-day course designed to restore the balance of power back into the hands of leaders by building objective work values, time applications and leadership skills. By defining what is expected of a leader at each level, LTP creates effective leaders who have clear objectives and the tools they need to succeed.

PI COGNITIVE ASSESSMENT™



Translates the many dimensions of human cognitive abilities to deliver an assessment designed to measure the capacity of a person's learning speed, predicting an individual's ability to perform on the job. The PI Cognitive Assessment assesses the rate at which an individual will learn, adjust, problem solve and absorb instructions.

SALES SKILLS ASSESSMENT TOOL™ (SSAT)



Consisting of 25 targeted, scenario-based questions that assess the critical skills essential to successful consultative selling, managers are equipped with a detailed and accurate quantification of selling ability, allowing you to tailor your training initiative to exacting degrees.

CUSTOMER FOCUSED SELLING™ WORKSHOP (CFS)



A unique training course based upon statistical assessment that provides all the core competencies needed for effective consultative selling. This highly interactive two-day workshop will be specified to your team's specific development needs. The ability to target training to needed areas of improvement produces motivation for individuals to perform at their full potential.

LEADERSHIP PERFORMANCE INDEX™ (LPI)



A unique and globally accepted online feedback system combining input from supervisors and direct reports, a broad perspective of the leader's strengths and developmental needs are delivered based upon specific competencies relative to their level of leadership to determine training needs, coach and develop teams.