

Are You Influential? New Influence Skills Assessment Tool Knows The Answer

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PI Worldwide Provides Scientific Analysis Showing Strengths and Challenges in Ability to Influence

WELLESLEY, MA. May 5, 2011 – PI Worldwide today introduced the Influence Skills Assessment Tool™ (ISAT) designed to provide an in-depth look at the core skills required for influencing others. In today's growth-driven economy, all levels and functions rely daily on the ability to articulate ideas, present clear and compelling plans and gain "buy-in" on projects and strategies. The ISAT offers a new way for leaders and managers of non-sales functions like information technology, human resources, quality assurance and risk management to build consensus, motivate change, and improve overall effectiveness.

The easy to use, online ISAT is comprised of 25 scientifically-designed, scenario based questions tailored to the unique language of specific industries that measure the five key areas of powerful influence, including building trust, understanding the situation, articulating value, handling objections and creating long-term relationships with effective positioning. Requiring only 20 minutes to complete, the results of the ISAT provide an objective view of individual strengths in the influence process, key skills and areas that warrant improvement. In Canada several clients have already started using the ISAT to help their managers coach and mentor and as part of a true awareness program to increase productivity.

"Influence is one of the most essential skills required for success in any business, but is often the hardest to define, teach or develop," said Nancy Martini, President and CEO of PI Worldwide. "As companies invest millions in developing training, development and coaching programs the insight we can now provide with the Influence Skills Assessment Tool will help ensure that they are training in the most critical skills gaps, while helping individual leaders and team managers uncover new potential for success, growth and effectiveness."

The ISAT provides several layers of feedback, allowing managers to view results for individuals, as well as across team or organizational levels. Reports available include a statistical evaluation for the individual of each of the five core influence skills, as well as a summary of each division/team if evaluated as a group. Individual results can also be reported in comparison to the results of the entire company. ISAT data can be used on its own, or in a PI® Management Workshop which offers more comprehensive insights for participants and their managers.

PI Worldwide's success in creating a leading skills assessment for sales teams provided a strong, proven model to apply the science of influence and open up the value of assessments to a whole new group of professionals looking to improve their ability to be influential. The Selling Skills Assessment Tool™ (SSAT) is now used by companies worldwide ranging from start ups to Fortune 500. In addition, the Predictive Index® (PI®) assessment tool, a scientifically validated management tool that focuses on the individual needs and drives of employees at all levels of an organization, continues to grow as a valued resource for organizations of all sizes in managing critical issues in retention, succession planning and motivation, having been administered to over 1.1 million people in 2010.

Learn more about the new Influence Skills Assessment Tool by visiting
<http://www.predictivesuccess.com/successatwork.html>

About PI Worldwide

PI Worldwide® is a premier global consulting organization specializing in leadership and sales performance development. Utilizing human capital analytics, PI Worldwide works with organizations of all sizes to uncover data-driven insights to create and sustain a high performance culture. Addressing critical business challenges from succession planning and employee development to selection, retention and salesforce optimization, PI Worldwide provides unlimited access to proven tools and learning programs, allowing business leaders to continuously uncover new levels of talent and value across the organization. Since 1955, PI Worldwide has extended a passion for understanding talent into the boardroom, providing the data, expertise and global support to build world class teams in over 144 countries, 67 languages and more than 8,000 companies – including many of the world's largest corporations. Visit us at Predictive Success www.predictivesuccess.com Toll free across North America at 1 855 430 9788

