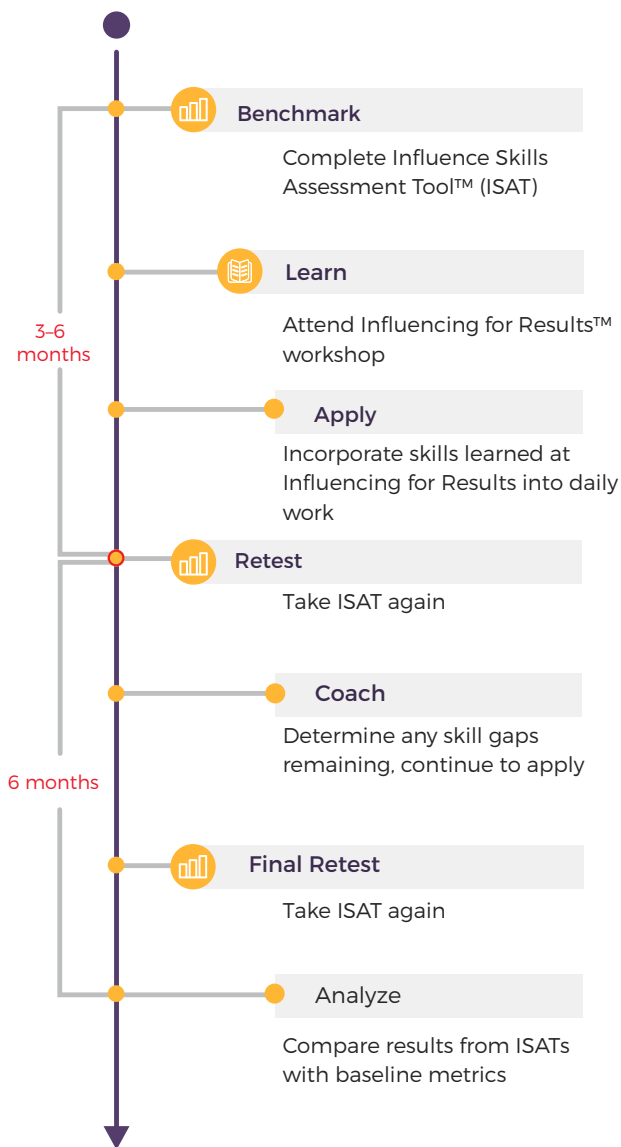# INFLUENCING FOR RESULTS

Know your strengths. Find your opportunities.

The ability to influence others both within an organization and externally is an essential business skill at all levels and roles. Successfully articulating ideas, creating clear and compelling plans, gaining "buy-in" on a proposed strategy, and building consensus require knowing and using a proven set of influence practices. Quantify and improve your team's skills in this area using PI Worldwide's Influencing Skills system.

MEASURE YOUR SKILLS: Influencing Skills Assessment Tool (ISAT)

Skills Assessment Tool (ISAT) Applicable for managers and individual contributors at all levels, the Influence Skills Assessment Tool (ISAT) is the foundation of the Influencing Skills system and provides scientific data to help you leverage and improve your team's ability to confidently present ideas, projects and solutions to others and influence their acceptance.

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.

3–6 months

Benchmark
Complete Influence Skills Assessment Tool™ (ISAT)

Learn
Attend Influencing for Results™ workshop

Apply
Incorporate skills learned at Influencing for Results into daily work

Retest
Take ISAT again

Coach
Determine any skill gaps remaining, continue to apply

6 months

Final Retest
Take ISAT again

Analyze
Compare results from ISATs with baseline metrics

predictive success™

PI CERTIFIED PARTNER

The ISAT measures the five key areas of influence:

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

This easy-to-administer online survey examines 25 key aspects of influence clustered into five areas. The ISAT gives participants insight into their influence strengths and growth opportunities to increase their overall effectiveness.

THE CFS METHOD

OPEN
Build Trust
& Credibility

POSITION
Build long-term
relationships

INVESTIGATE
Identify the
motivating buying
factor

CONFIRM
Gain agreement

PRESENT
Apply judgement
& offer solutions

BUILD YOUR SKILLS: Influencing for Results

To build influence skills in "selling" your ideas, strategies and capabilities, The Predictive Index offers the Influencing for Results (IFR) course, a proven 1-day workshop for building capabilities in areas such as 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 IFR course focuses on applying a consultative process of "selling your ideas" to internal and external parties.

EXPAND YOUR LEADERSHIP IMPACT: Sales Coaching

Coupling the Influencing Skills system with The PI Methodology allows you to create impact with all types of people in the organization. The Predictive Index system provides managers with accurate, actionable data quantifying the unique motivating needs and behavioral drives of each employee and potential employee. When used in conjunction with the Influencing Skills system, it can help you better understand others in your organization and yourself as a leader to build consensus, motivate commitment and change, and extend reach and influence.
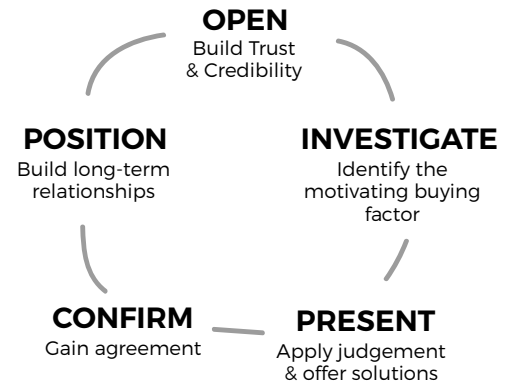
This four-part methodology combines **Science**, **Technology**, and **Knowledge Transfer** to provide the metrics and insights you need to increase and expand the power of influence in your organization. All The Predictive Index solutions are built upon this integrated methodology, which allows you to use predictive data to achieve tangible improvements in business metrics such as productivity, retention, and revenue. These workforce benefits lead to high-performing work environments and create real, competitive advantage.

Our two innovative and comprehensive sales coaching programs give managers the skills to work with every rep along this continuum for improved performance.

Predictive Success Corporation
Success Centre
310 Byron St South
Whitby, ON L1N 4P8
Toll Free: 1-855-430-9788

www.predictivesuccess.com