

# 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 externally 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 gaining agreement relies on knowing and using a proven set of influence practices.

### Know Your Strengths. Find Your Opportunities.

Learn the strengths and gaps of you and 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 present ideas, projects and solutions to others and influence their acceptance. Applicable for managers and individual contributors at all levels, ISAT provides scientific data to help you leverage and improve your team’s ability to influence others.

The ISAT measures the five key areas of powerful 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

Executive Summary		Comparative Group Results				
Area	Sub-Area	Score	Ranking	Percent	Target	Max
Trust	Trust Building	85	1	85%	80	100
	Trust Maintenance	78	2	78%	75	100
	Trust Repair	65	3	65%	60	100
	Trust Development	92	1	92%	90	100
	Trust Reinforcement	88	1	88%	85	100
Understanding	Understanding Situation	72	2	72%	70	100
	Understanding Needs	80	1	80%	75	100
	Understanding Values	68	3	68%	65	100
	Understanding Interests	75	2	75%	70	100
	Understanding Power	82	1	82%	78	100
Presenting	Presenting Ideas	70	2	70%	68	100
	Articulating Value	78	1	78%	75	100
	Presenting Solutions	65	3	65%	60	100
	Articulating Benefits	82	1	82%	78	100
	Presenting Challenges	75	2	75%	70	100
Handling	Handling Objections	68	3	68%	65	100
	Gaining Agreement	75	2	75%	70	100
	Handling Resistance	62	4	62%	60	100
	Gaining Buy-In	80	1	80%	75	100
	Handling Criticism	72	2	72%	70	100
Creating	Creating Relationships	78	1	78%	75	100
	Effective Positioning	65	3	65%	60	100
	Building Long-Term	82	1	82%	78	100
	Positioning for Success	70	2	70%	68	100
	Creating Win-Win	75	2	75%	70	100

**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 YOUR TEAM'S INFLUENCE SKILLS TODAY.



## 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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## 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:**

**PI Worldwide**

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