

	Leadership Practices Inventory – LPI	DiSC for Workplace	DiSC for Sales	Emotional Intelligence – EQi	Myers Briggs Type Indicator – MBTI
What	An Evidence-Based Leadership Development Solution.	Research-validated online assessment for workers at all levels.	Research-validated online sales specific assessment.	The Emotional Quotient Inventory is the first scientifically validated Emotional Intelligence assessment in the world.	MBTI profiles personality type using an instrument to be both valid and reliable.
Who	For leaders: This assessment is based on the 5 exemplary practices and 10 commitments for leaders.	For Workforce: This profile helps people identify and explore the priorities that drive them in the workplace and learn to appreciate other styles.	For Salespeople: This helps salespeople understand themselves, their customers, and their relationships in order to improve the sales process.	For Workforce: The EQi examines an individual's social and emotional strengths and weaknesses.	For Workforce: MBTI is based Carl Jung's theories and is used for individuals to understand, personality preferences and temperament.
Description	LPI is backed by 25 years of original research by James Kouzes and Barry Posner. Assessment and includes a copy of The Leadership Challenge workbook.	DiSC Workplace Profile can be used with everyone in an organization, regardless of title or role, to improve the quality of the workplace. The result of understanding and appreciating styles is more effective working relationships resulting in greater productivity.	DiSC Sales teaches salespeople how to connect better with customers.	Respondents self-report on their life and workplace performance in 15 key areas of emotional skills that have been proven to contribute to proficiency in complex business activities such as conflict resolution and planning.	This profile instrument is backed by 40 years of testing. Data proves both validity and reliability. Seemingly random variation in the behavior is actually quite orderly and consistent, due to basic differences in the ways individuals prefer to use their perception and judgment.

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Purpose	Leaders learn where gaps exist in their day to day performance. Leaders are provided with valuable feedback from managers, coworkers, direct reports, and others who have direct experience with the leader.	DiSC Workplace focuses on discovering your DiSC style, understanding other styles, and building more effective relationships.	Salespeople learn to communicate better and improve their sales relationships by understanding their DiSC sales style, identifying their customer’s DiSC buying styles, and adapting their DiSC sales style to meet their customer’s needs.	Workers identify strengths and gaps in EI competencies. They can capitalize on strengths and can immediately begin developing to bridge gaps. Workers leverage the full potential of competencies to maximize effectiveness in daily tasks.	The purpose of the MBTI is to make the theory of psychological types understandable and useful in people’s lives. The goal of knowing about personality type is to understand and appreciate differences between people. As all types are equal, there is no best type.
Best fit audiences	Leaders and Managers	All workforce	Sales	All workforce	All workforce
Format	Online only	Online only	Online only	Online only	Online or Paper
Reports	<ul style="list-style-type: none"> Confidential as requested Sent by email in PDF format Paper delivery option available 	<ul style="list-style-type: none"> Confidential as requested Sent by email in PDF format Paper delivery option available 	<ul style="list-style-type: none"> Confidential as requested Sent by email in PDF format Paper delivery option available 	<ul style="list-style-type: none"> Confidential as requested Sent by email in PDF format Paper delivery option available 	<ul style="list-style-type: none"> Confidential as requested Sent by email in PDF format Paper delivery option available
Next Steps	<ul style="list-style-type: none"> Individual Coaching LPI Workshop Leadership Team System Consulting 	<ul style="list-style-type: none"> Individual Coaching DiSC Workshop for teams Teambuilding Workshop Effective Communication Workshop 	<ul style="list-style-type: none"> Individual Coaching Power of Follow up Workshop suggested Improve Communication with Other Styles workshop 	<ul style="list-style-type: none"> Individual Coaching Emotional Intelligence Workshop Bridging the EI Gaps Workshop 	<ul style="list-style-type: none"> Individual Coaching MBTI Workshop Different Doesn’t Mean Deficient Workshop