

# PREDICTIVE LEADERSHIP SERIES™ WORKSHOPS



# HELPING YOUR PEOPLE CHART THEIR OWN SUCCESS.

**Companies that use the Predictive Index® (PI) to maximum advantage actively encourage employees to take charge of their own success. One of the most effective ways to do this is through the Predictive Leadership™ Series, a flexible suite of solutions–based workshops tailored by your PI consultant to meet your specific business needs.**

**Solidly grounded in the proven PI process, these workshops address key leadership topics such as individual and team development, communication, coaching and conflict resolution.**

**Building leaders and results—at every level of your organization.**

Enabling workshop participants to see and understand their own behavioral styles—and the impact of those behaviors in the workplace—opens a productive dialog in which employees can take a personal inventory and determine what’s required to get their jobs done successfully. As an integral part of each workshop, participants develop long-term strategies for success. They leave with a detailed personal action plan, along with the tools to accomplish it.

It’s a clear win/win proposition. Your employees benefit from learning how they can take ownership of their growth within the organization. Your organization benefits from effective, productive people who are achieving personal success, with a better understanding of their own contribution to the company’s growth and profitability.





## Customized workshops get right to the issues.

The Predictive Leadership Series gives you the opportunity to create a customized training and development program that exactly addresses your organization's specific goals—immediate as well as long-term. The suite includes:

**Personal Development Strategies** helps people at all levels in the organization identify their own behavioral and professional assets, and compare them to their job requirements. Having defined fits and gaps, they learn to devise strategies to bridge the gaps for greater success.

**Leading vs. Managing** helps managers understand their own personal leadership style, and how to adapt their personal style to help others improve performance and achieve results. Participants learn the difference between leading and managing as well as how and when to move from one to the other to achieve goals.

**Coaching** helps managers and supervisors identify their own unique behavioral strengths and shows how these strengths can be leveraged for effective coaching and mentoring.

**Building Teams** gives participants a practical process to form a team with diverse, complementary behaviors, to establish a common purpose with specific objectives, and to recognize and leverage the strengths of each team member to achieve a common goal.

**"People-Smart" Communication** helps employees understand their own communication styles and their impact on others, and improve individual effectiveness through highly practical communication skills.

**Resolving Conflict** focuses on identifying and understanding the work-related behaviors that can cause conflicts, and how to resolve or leverage conflicts effectively.

**Setting the Right Goals** gives participants the tools they need to recognize and cultivate their own assets and set achievable goals that leverage those strengths.

**Predictive Selection and Interviewing** helps hiring managers become consistently successful in matching candidates with jobs, and gives them a structured process to select the best candidates.

**Predictive Selling** helps every person involved in sales understand the impact of their personal styles, adapt their selling techniques based on specific behavioral clues from buyers, and ultimately maximize the positive outcome of each interaction.

**Empowering Your Organization** identifies key empowering behaviors, and helps supervisors, project leaders, team leaders, managers and executives inspire team members to take personal ownership of their success.



Would you like to make the most of your most valuable resource—and improve your performance, productivity and profitability? We'd like to help. For more information about the Predictive Leadership Series, or any of the other services we offer, please call or visit us on the Web, and we'll put you in touch with one of our experienced PI consultants.

**Telephone: +1-781-235-8872**  
**[www.PIworldwide.com](http://www.PIworldwide.com)**

**People Smart. Results Driven.™**

PI Worldwide is an international management consulting organization that helps companies be more successful by focusing on their most important asset—their people.

PI Worldwide is certified as an Authorized Provider by the International Association of Continuing Education and Training (IACET). Our training programs are recognized as being of the highest quality, and qualify for IACET Continuing Education Units (CEUs).

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**PI Worldwide**

**PI Worldwide  
Corporate Headquarters**

16 Laurel Avenue  
Wellesley Hills, MA  
02481-7532 USA

Telephone: +1-781-235-8872  
Toll-free in the USA: 800-832-8884  
Fax: +1-781-235-0959

e-mail: [info@PIworldwide.com](mailto:info@PIworldwide.com)  
**[www.PIworldwide.com](http://www.PIworldwide.com)**