

# ESSENTIALS

## DISC

Catalog Section: Core Assessments

Report options: 8 + 4 team reports

Our DISC reports are as much prescriptive as they are descriptive. In other words, they are unique because they teach users specific skills to improve their own interpersonal interactions. While our reports do go into considerable detail describing each user's behavioral styles, we believe this is really just the first step. Our reports empower users with specific recommendations unique to their profile. When utilized, these skills have the ability to enact powerful and demonstrable returns. To see significant professional and interpersonal benefit, we believe it's important that our DISC users come away with fast, effective learning strategies that demonstrate immediate results.

## Sales IQ Plus

Catalog section: Specialty Reports  
Report options: 1 + 1 team report

Our sales skills test was jointly developed by best-selling authors Jeffrey Gitomer, Jim Cathcart and Dr. Tony Alessandra. No two tests are the same, with 48 questions selected at random from an ever-growing pool of 100+ questions. The 48 questions guide each user in assessing eight primary categories of sales competency. The report even contains embedded video links of co-author Jim Cathcart discussing each of these eight primary sales competencies in detail. Additionally, Sales IQ Plus provides each user with feedback by providing a coachable explanation for each question & answer.

## Social Styles

Catalog Section: 360° Behavioral Profiles  
Report Options: 2 + 1 team report

This popular 4-quadrant, 360° behavioral assessment is the perfect instrument for managers, directors and executives to objectively "see themselves" the way others do. Imagine having the insights to make informed behavioral adjustments, that optimize leadership outcomes and neutralize interpersonal conflict. Our Social Styles assessment also includes analysis for the invaluable "Adaptability" trait.

## Executive Summary

Catalog Section: Hiring & Selection  
Report Options: 4 + 1 development report

Each Executive Summary provides users with an easy-to-read report summary, distilled from a comprehensive 54-page analysis on the candidate. Integrating the DISC, Motivators and Hartman assessments, the Executive Summary will provide decision-makers the necessary instrument to see through a candidate's "interview mask". Each of the four reports (Leadership, Sales, Service, General) measures and scores the universal core functions, job-related competencies and attitudes of each candidate- plus the expected results and procedures that drive strong performance.

## Motivators

Catalog Section: Core Assessments  
Report Options: 1 + 1 team report

The perfect companion assessment to pair with DISC, Motivators measures the "Seven Dimensions of Motivation" which exist in everyone to varying levels. While other values-based assessments only measure six of these drivers, our Motivators report offers users greater nuance and clarity by separating the "Political" and "Individualistic" scores. Why is this important? Because research shows that successful people share the common trait of exceptional self-awareness.

