



Leadership

Leadership is what makes business happen. Leadership is what brings ideas forward. The Keller Influence Indicator® (KII®) is the tool that will guide and enhance the quality of leadership within and individual or organization.

The KII® Assessment and SOCR® Report examine significant and intrinsic qualities, those of which companies look for when investing in their leadership. Both the KII® and SOCR® identify four basic point of information:

- How the person impacts others.
- The person's ability to take action.
- How the person responds to pressure.
- And how the person manages conflict.



Knowledge of and behavior in these four areas are crucial to identifying and cultivating great leaders within an organization. Many are able to 'lead' when times are good, but real leadership happens when times are tough, decisions are challenging, and lives depend on your leadership.



Sales

Three Awareness Points Successful Sales Leaders Know:

Influence drives income. You ask for the sale because you are confident. You get the sale because you're trustworthy. The KII® benchmarks your capability in both confidence and trustworthiness. It also gives you scores in commitment, courage, passion, empowering and likeability. Which of these influence traits are not valuable to the salesperson or department? NONE. All are critical to your sales success.

Passion creates energy. Making a difference requires you to have and express passion. It takes you places beyond what you believe is possible. It's your purpose and energy that attracts people and potential customers.

Connection leads to 'Yes.' Communication opens the door, but connection gets you inside. How well are you adding value to other people? Becoming influential will make the sales relationship a positive one for both you and your client or customer.

The SOCR® Report

"Never underestimate the importance of the basics." - Tom Peters

We believe in the power of data. Without it, improving results become a game of hit or miss. That's why tracking the right behaviors and what influences those behaviors is crucial to your company's success. The single most valuable capacity a person possesses is the ability to influence. The SOCR® Report examines a person's Seven Influence Traits™ in relation to how they perform in Five Organizational Competencies:

- ✓ Leadership
- ✓ Communication
- ✓ Team Effectiveness
- ✓ Strategy & Solutions
- ✓ Execution & Evaluation

There is a direct correlation between the Seven Influence Traits™ and these Five Organizational Competencies. The SOCR® Report pinpoints how well a person will achieve specific goals, roles, strategies or tasks. This report gives essential insight into a person's development in problem-solving, communication, people engagement, adaptability and teambuilding.



"When I came to IBM, I was a guy who believed in strategy and analysis. What I learned was that corporate culture is not part of the game; it is the game."

- Lou Gerstner, Former CEO of IBM