



## PREDICTIVE INDEX WORKSHOPS

**Phone**

407.329.3359

**Website**

emergeoptimize.com



## DESIGNING FOR STRATEGIC ACTION

Consider this scenario: An overworked team, stretched to its limit, is assigned to mission-critical projects during a time of great global and personal stress. On top of all that, the team's natural strengths may not align with the work being assigned. That's not a recipe for success.

Designing for Strategic Action, the second workshop of The High Performance Series, shows where your team and your goals are misaligned, so you can take deliberate action to stay on track.

You'll establish short-term and long-term goals, and understand where each team member's roles and responsibilities lie – so you're all rowing in the same direction.

## DISCOVERING YOUR TEAM TYPE

A disengaged team lacks trust and self-awareness. A dream team knows exactly where it excels, and how each member uniquely contributes. It's an environment filled with trust, candid communication, and a general feeling of "we got this."

Discovering Your Team Type is the first of two workshops within The High Performance Series. Part science, part team building, part self-discovery, it highlights how your team communicates, makes decisions, and resolves conflict.

## INSPIRE PEOPLE TO PERFORM

Effective management across functions is more important than ever. To maximize productivity, keep engagement high, and achieve your goals, it's critical to understand the dynamics of your team and your management style.

Unlock the full potential of your workforce to expand employee capabilities, develop future leaders, and build high performing teams.

**SIGN UP AT [EMERGEOPTIMIZE.COM](https://emergeoptimize.com)**

## HIRE THE RIGHT TALENT

The foundation of a great company is its people, but hiring top talent with a subpar hiring process is an uphill battle. It doesn't need to be that way — companies that place more emphasis on analytics when hiring are more likely to surpass their goals, and save time and money along the way.

Reserve your spot in this workshop to learn how to seamlessly weave the PI methodology and talent optimization best practices into your existing hiring process to better predict job performance and hire top talent.

## EMPLOYEE EXPERIENCE COACHING

With Employee Experience Coaching, it can be. Nine of the top 10 engagement drivers relate to the company itself and how it treats its people. Get culture right and say goodbye to high turnover, low productivity, and poor performance. When you combine the PI Employee Experience Survey™ with this professional coaching solution, you have everything you need to identify and address engagement issues that harm your culture.

## CUSTOMER-FOCUSED SELLING

Use people science as your sales secret weapon. Take the mystery out of your sales performance and give your reps the tools to better understand prospects and themselves. This workshop combines a skills assessment with targeted learning to help participants quantify and improve the skills needed to execute a strategic approach to selling.

## TAKE ACTION ON ENGAGEMENT

Engaged employees put in extra effort, leading to increased productivity and profitability. Disengaged employees, on the other hand, drain your company's resources. They frustrate managers, bleed money, and stand in the way of achieving results.

You can conduct an employee engagement survey, but don't be fooled into thinking data collection is enough. Without action, these surveys can actually lead to more disengagement. The Take Action on Engagement workshop ensures that positive change happens across all levels by preparing managers to build, communicate, and execute data-driven action plans.

## CREATE AWARENESS WITH PEOPLE DATA

What gives productive, high achieving teams a competitive edge? Collaboration. In the constantly changing, technology-driven world we live in, ensuring there's healthy collaboration within your teams is critical to building a strong culture and delivering results. The key to getting there is to start with self-awareness.

Reserve your spot in this workshop to understand how you best work and communicate, and how to understand those around you — instantly improving team collaboration and engagement.

## DRIVE RESULTS WITH TALENT

Costly turnover. Stress and frustration. Scrambling to hire and train replacements. Friction between teammates. Failure to achieve key business goals. It's a nightmare no one wants to deal with—yet we do, over and over again. Research conducted in 2019 found that four of the top five CEO challenges relate to talent—hiring, managing, and so on. Companies struggle to get these things right.

Participants of this workshop will learn how to apply PI solutions to develop and execute a talent strategy.