

Performance Indicator

Developing Relationships; Building Business; Understanding People

The **Performance Indicator** is an effective performance assessment which is used to evaluate the differences between employees and how to use this knowledge to increase employee productivity. It provides individuals with a personal analysis across five measures based upon the DISC model.

Use it Anywhere

The Profiles Performance Indicator can be administered wherever a computer is connected to the Internet, on a stand-alone computer. A computer does the scoring and generates the reports.

Improving Job Performance	<p>The Performance Indicator provides recommendations for:</p> <ul style="list-style-type: none"> • Improving job-related stress, frustration and conflict • Stimulating employee motivation <p>It also indicates whether the employee is internally motivated, or will need external stimulation.</p>				
Used for:	<p>Designed to help</p> <ul style="list-style-type: none"> • leaders and managers improve the quality of business relationships and bottom line results • sales people influence and persuade customers to improve profitability • become more effective individually and as a team • apply a positive approach to dealing with conflicts that get in the way of problem solving • communicate effectively with different people based upon their 'core behavioural type' 				
Measures	<p>It measures behavioural tendencies in these five critical job related competencies:</p> <ul style="list-style-type: none"> • Productivity • Quality of Work • Initiative • Teamwork • Problem Solving <p>120 answers are recorded across five measures (Dominance, Influence, Steadiness, Compliance and Motivational Energy). It provides invaluable insight into a person's personality type to help develop stronger relationship, build business and understand people.</p>				
Type of assessment	Ipsative	Time to take	15 minutes	Results turnaround	Immediate
What you will receive	<p>Two concise reports will provide:</p> <ul style="list-style-type: none"> • Individual report - the employee with a guide to self-improvement • Management report –the employee's manager with a guide to better management, understanding, coaching and motivation 				
For more about the Performance Indicator	<p>Call: 0845 600 1556 Email sales@tlsa.co.uk The Leadership & Sales Academy, Paisley House, Farnham Lane, Haslemere, Surrey, GU27 1EU, United Kingdom.</p>				