



# PI<sup>®</sup> Fridays with Bob

## November 4th, 2011

“M Score, Response Level and Energy”

*Bob Wilson, Facilitator*

A D V *i* S A





# Frequently Asked Questions

**Q:** Can I get a copy of the slides?

*Yes. Please download the slides at this link on our website:*

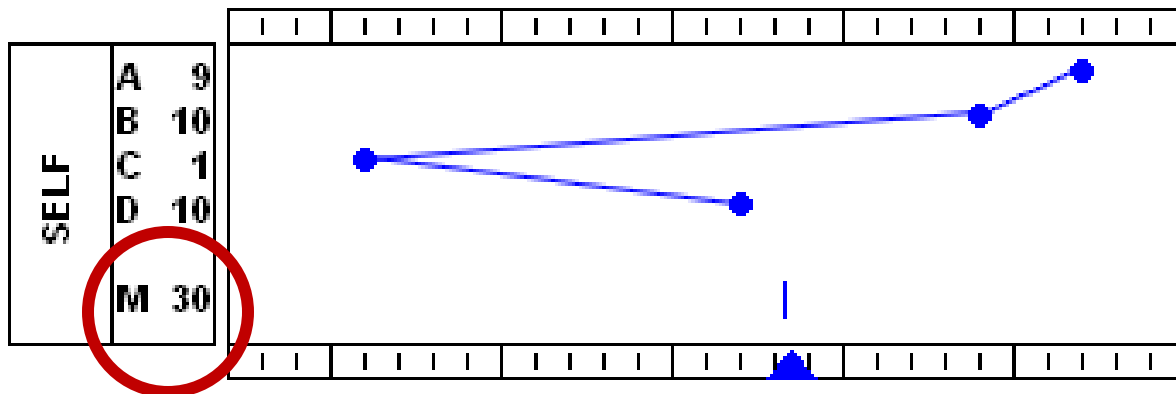
*[www.advisausa.com/resources/webinar-archive/](http://www.advisausa.com/resources/webinar-archive/)*

**Q:** Will a recording of this webinar be made available?

*Not at this time.*



# The M Factor / Energy Level / Response Level



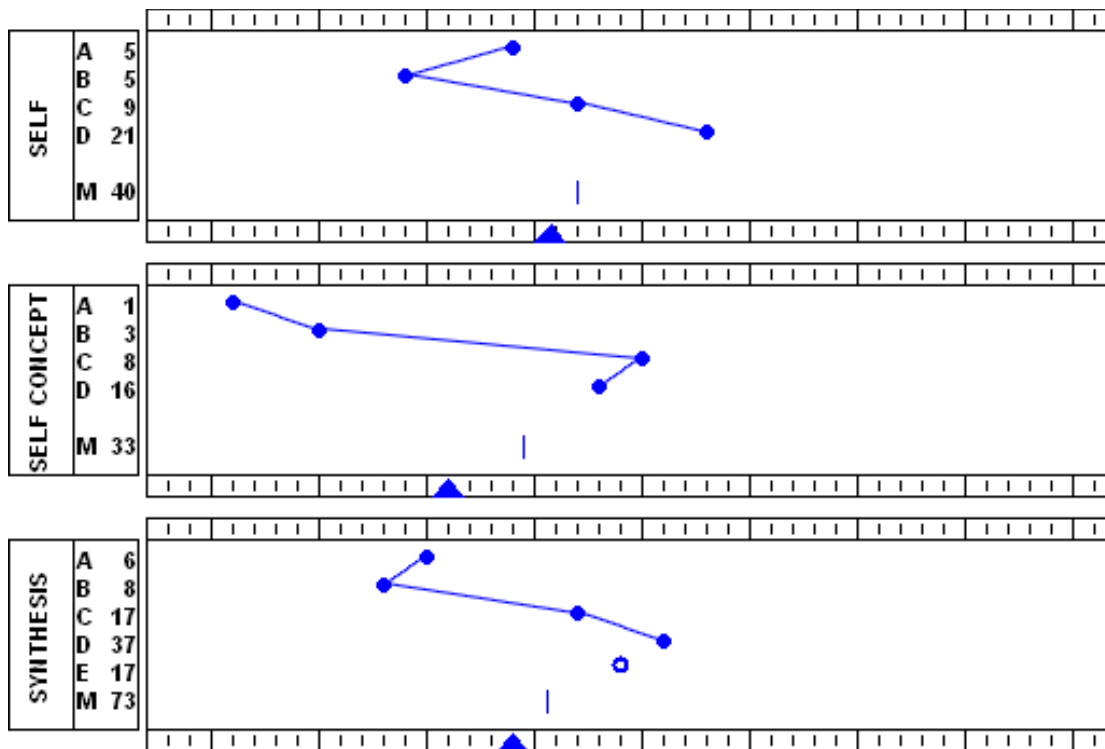


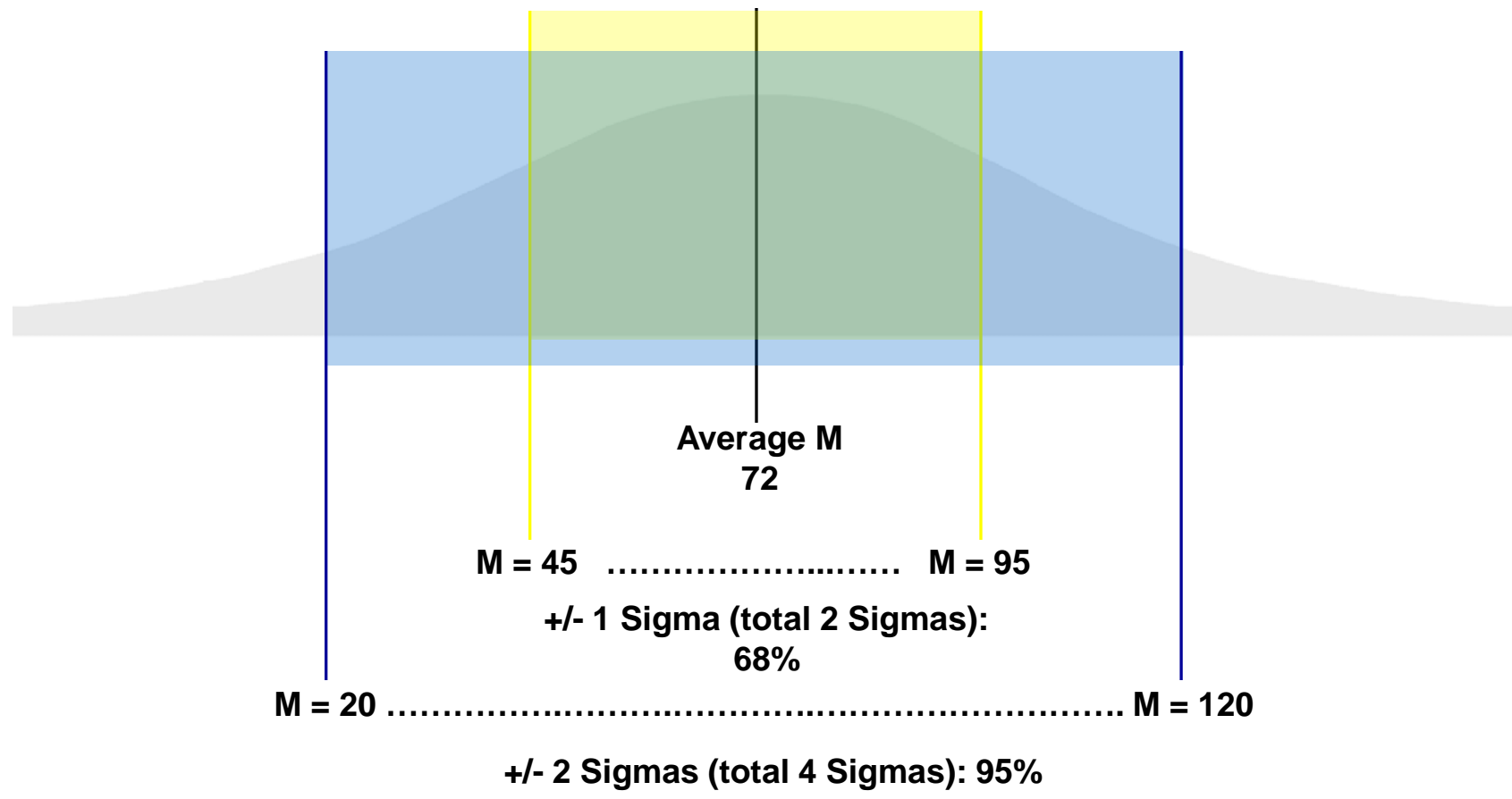
# What is Energy Level?





# Where do you read Energy from – Self, Self Concept or Synthesis?







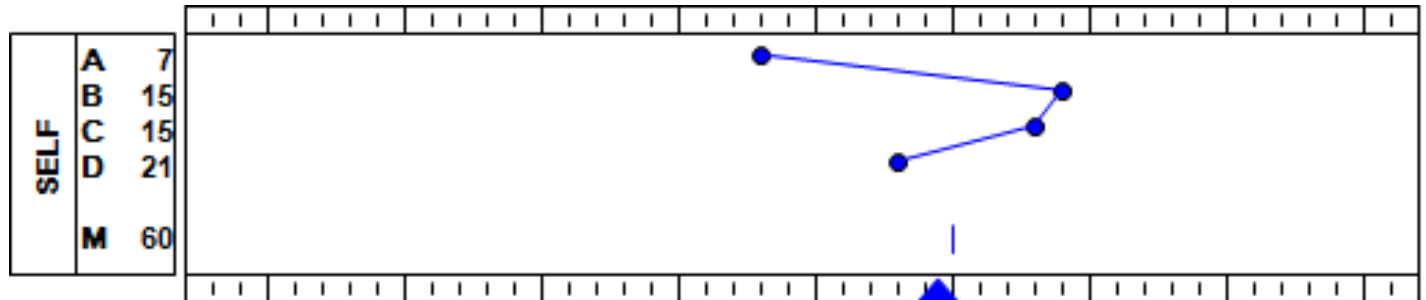
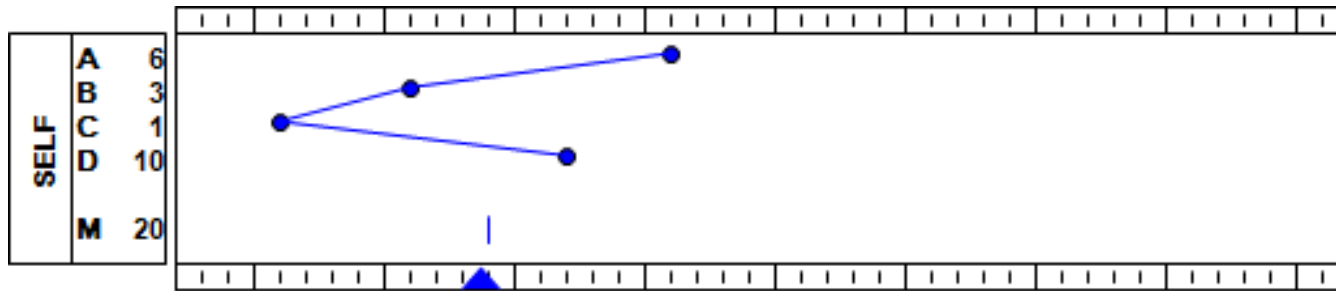
All of the drivers whose M scores were below 15 were in the poorest performing group except one – and he only worked part time.



The successful profile was what one might have expected – higher A and lower C and D; but the interesting piece was that people with lower M scores seemed to both have the success that was required and longer tenure.

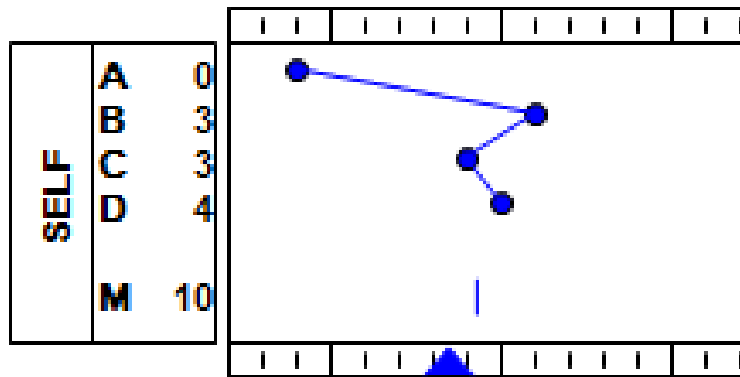


# Energy Can be Misleading





# Sometimes people with Low M's are very productive




# Are there false negatives with Energy Level?

ALERT



In organizations where there isn't a lot of trust between management and employees, sometimes whole departments will score low on energy level.



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# Are there other issues that can impact energy level?



There are a number of other issues that impact energy level results negatively and these all are the result of what energy is measuring: the energy level a person has at the time they took the survey.



# Where, when and how should I use Energy Level?





# Questions for Bob



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