

PI[®] Fridays with Bob

January 27th, 2012

“Why Behavior and Predictive Index[®]
Profiles Don’t Always Match”

Bob Wilson, Facilitator

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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/*

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

Not at this time.



Predictive Index[®]
Measures Drives and
Predicts Behaviors



**The Self Profile Measures
a Person's Drives
– and Some Work-Related Behaviors**



Higher A than D	Higher D than A
Generalist	Specialist
Goal-oriented	Task-oriented
Comfort with risk	Protects against risk
Strategy focused	Tactically focused
Results oriented	Execution oriented
Sales hunter	Sales farmer



Low C	High C
Sense of urgency	Methodical style
Multi-task	One-at-a-time
Likes pressure	No pressure
Starts at end	Starts at beginning
Wants things now	Must go through process
Wired up	Laid back



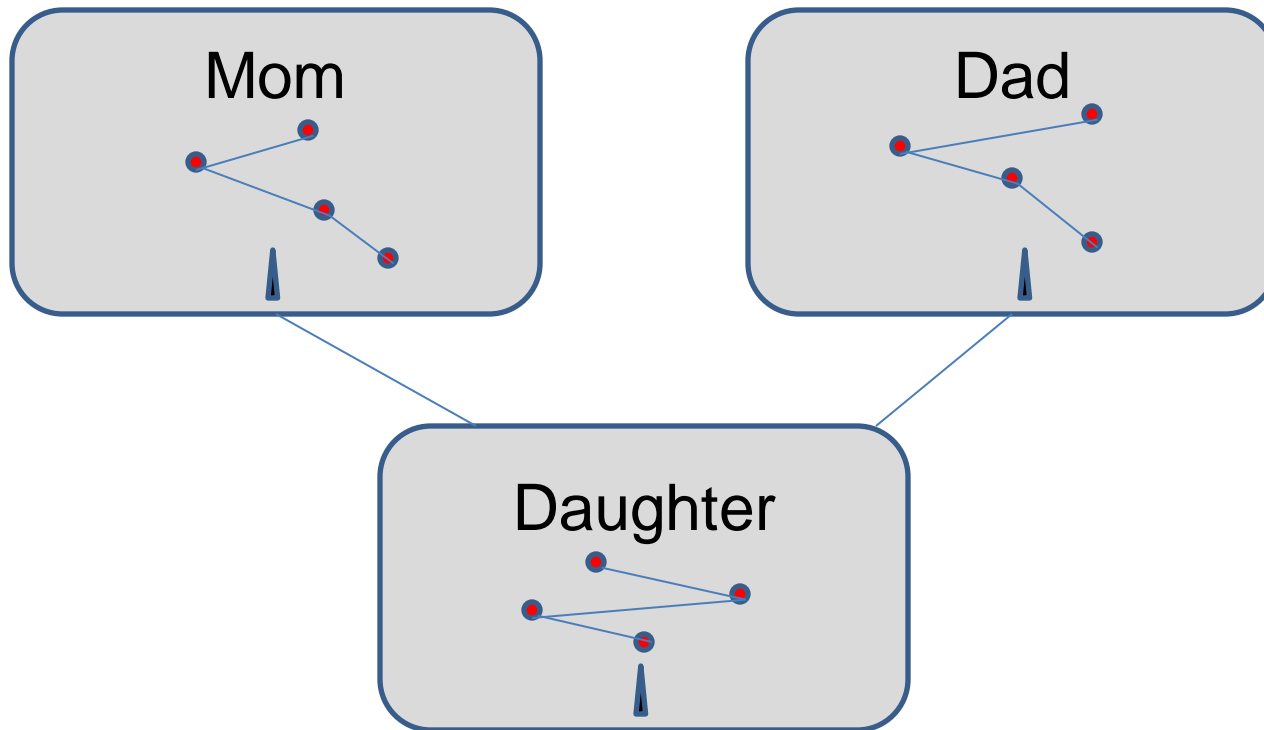
Some Reasons Behaviors Differ from Drives

1. Child-rearing
2. Culture
3. Birth order
4. Training / coaching
5. EQ / Maturity / PI Training

Child-Rearing



Child-rearing (continued)





Culture



The lessons of PI impact the successful implementation of change.



Birth Order

Being the middle child in a family can result in high-Ds developing a rebellious streak.

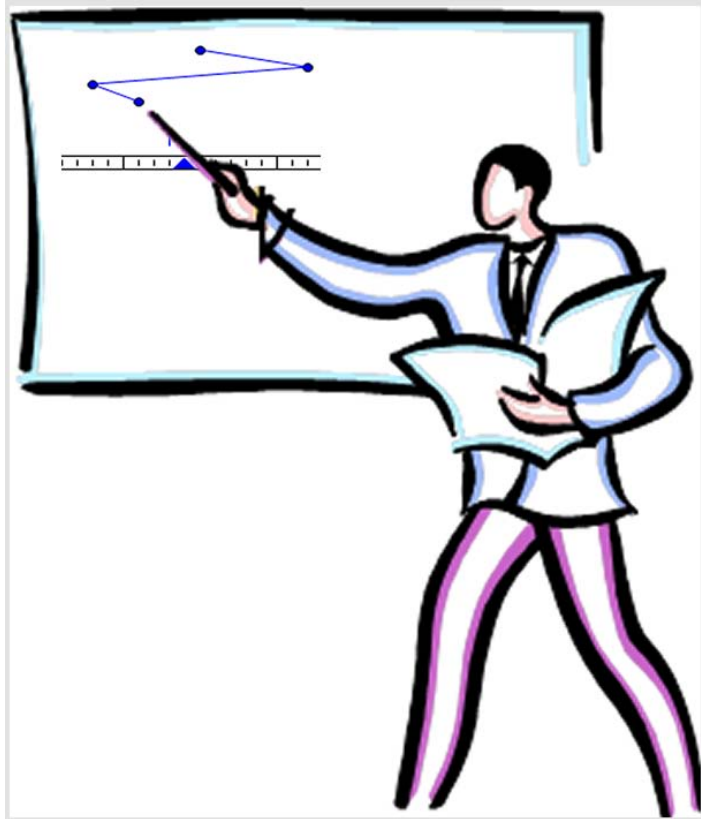


Training and Coaching



Salespeople tend to exhibit high-B behavior because that is how they have been trained to behave.

EQ/Maturity/PI[®] Training



PI training gives us each the tools to think about how we're driven - so that we can adapt appropriately.

Questions for Bob



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