

Upper Level Seminars

These are product specific seminars that are good for groups of any size; also these seminars are geared for decision makers, upper level executives and/or management. (2 hours on average, any size group, multiple companies or in-house groups)

- **Developing More Effective Leaders: Using Multi-rater Feedback Systems**
 - Management's most critical challenge is leadership. This seminar identifies the essential behavior characteristics of effective leaders. It also describes solutions companies can use to address leadership issues through a highly effective Profiles system. This seminar also presents a foundation for managers to improve their leadership abilities.
- **Identifying and Retaining Top Performers**
 - An article appearing in the business section of the *Dallas Morning News* concerned the results of an Anderson Consulting study. It said identifying top performers and retaining them is the number one concern of small and medium size businesses. In this seminar, we show you how our assessments are a catalyst for solving problems related to identifying and retaining a company's top performers.
- **The New Art of Hiring Smart**
 - This seminar examines the basic hiring processes used by many companies, revealing its strengths and weaknesses. The steps in the process are typically application, résumé, background check, reference check, personality testing, interviewing, and selection. The process often varies only by steps that are skipped or omitted. As employee costs grow faster than increases in productivity, hiring employees who fit the job becomes increasingly important. The New Art of Hiring Smart shows employers and executives the solutions to bad hires and how hiring smart puts the right people into every job.
- **Management By Assessment**
 - This seminar is an effective means of showing how assessments are used as a basis for great management decisions, spotlighting the Profile XT™ and the CheckPoint 360° Competency Feedback System™. Designed as an executive briefing, the goal of Management by Assessment is to show executives the ease with which they can reach their companies' goals by selecting the best people. The lesson is that great people in the right positions build great businesses. This is accomplished by having the best available information when making people decisions – information that Profiles assessments can give them.
- **Superior Performance – The information Gap**
 - Even if you have every other aspect of your business working perfectly, people problems can still be the difference between profit and loss, extinction & survival. On the face of it that might sound like a very extreme thing to say. *“Even if I have every other aspect of my business performing perfectly my people could still ensure that my business does not survive, or fails to make a profit!”* Learn what makes the difference with employees and candidates.