



Assessments Overview

Whether your organization is new and rapidly changing or well-established and stable, our suite of assessments meet a wide range of diverse needs for finding, developing, and supporting your talent.

Sales Performance Assessment™

The SPA™ measures 18 sales behaviors and 6 sales drivers, providing a clear and objective framework for identifying commonalities among your top performers, developing high-potential sales professionals, and creating alignment between your organization's strategic goals and your team's behaviors and practices.

Use the SPA to: identify specific behaviors and practices needed to achieve your organization's sales goals, create selection criteria that helps predict the success of sales job candidates, and/or develop reward and recognition programs that improve retention.

Individual Directions Inventory™

The IDI™ explores hidden drivers and untapped sources of energy, connecting motivation and behavior in innovative new ways to empower individuals and organizations to make unprecedented progress toward their goals. For an additional layer of insight, the IDI Team Development Report displays team composite data alongside individual IDI data to offer actionable insights into team motivations, patterns, biases, and sources of misalignment.

Use the IDI to: surface subtle drivers to reignite individual energy and illuminate opportunities for growth, highlight aspects of an individual's ideal environment, and/or help teams work together more effectively.

DiSC® Profile

The DiSC® profile provides a common language that executives can leverage to better understand their workstyle and the workstyles of those they interact with. This knowledge can be leveraged to connect more effectively, reduce conflict, and improve working relationships.

Use the DiSC® profile to: gain insight into your own workplace behaviors, understand and appreciate the workstyles of others, learn to communicate more effectively, and/or improve the quality of your workplace.



Hogan Assessment Tools

The Hogan assessment tools examine personality from every angle, achieving the highest level of predictive validity in the industry. All assessments are engineered to produce genuine and lifelong professional development, providing a clear path toward organizational success.

Use the Hogan assessment tools to: gain self-awareness, adapt behaviors with others, pinpoint and develop high-potential employees, and/or analyze team, strengths, weaknesses, and values.

