

# UNCOVER THE HIDDEN VALUE IN YOUR MOST VALUABLE RESOURCE.



# PI WORLDWIDE HELPS BUSINESSES REALIZE THE FULL POTENTIAL OF THEIR MOST VALUABLE RESOURCE.

PI Worldwide is an international management consulting organization that enables companies to be more successful by focusing on their most important asset – their people.

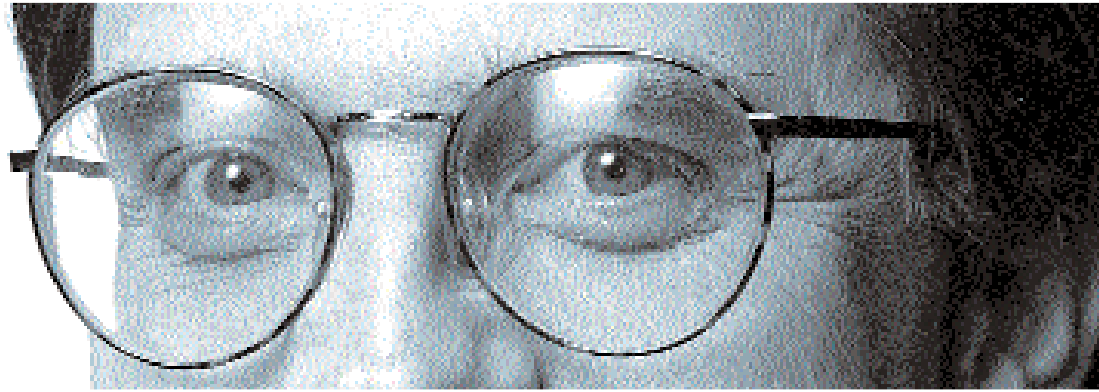
Using a proven, proprietary management tool known as the Predictive Index (PI), we help you align individual performance with your specific business goals. And through our experienced, professional consulting staff, we give you and your management team the power – and the knowledge – to better motivate, lead and utilize your people to the best of their ability.

For organizations of all types, from banks to sports teams, our validated, scientific approach offers a measurable competitive advantage. Improving on-the-job communication, managing more effectively, making smarter hiring decisions, reducing turnover – they all add up to improved bottom-line performance, productivity and profitability.

**With almost 50 years of success, we're not just your latest buzzword.**

PI Worldwide has a track record of success and steady growth dating back to 1955, when the late Arnold S. Daniels, a young entrepreneur from Boston, Massachusetts, with a background in statistics, founded the company. His goal, which remains the company's mission today, was to use the then-emerging science of behavioral assessment to help companies make important decisions concerning people at work. The Predictive Index we use today is a fourth-generation behavioral tool. Like the very first one in 1955, it was developed by Arnold S. Daniels.

# THE PREDICTIVE INDEX® PROCESS. A POWERFUL COMBINATION OF EDUCATION, CONSULTING AND ASSESSMENT.



As a management tool, PI gives your executive team a common language. It offers a new understanding of what makes people work, and helps you learn how to motivate them to work better. It helps you hire and retain talented people who are crucial to the success of your company. And it helps you build new leaders.

The Predictive Index process improves effectiveness and productivity across all levels of your organization. As a practical, reliable indicator of workplace behavior, it helps you make sound, people-smart decisions – with the best results for the company, and for the people themselves.

## **Clearing the way for success, and inviting long-term loyalty.**

Your employees will benefit from learning how they can take ownership of their growth within the organization. Your organization will benefit from effective, productive people who are achieving personal success, with a better understanding of their own contribution to the company's growth and profitability.

## **Putting the Predictive Index to work in your workplace.**

PI is designed to be used in the workplace by your managers. It's quick and easy to administer, and gives you results in a few minutes. But to get the most benefit from this specialized knowledge, it takes a little training.

In the PI Management Workshop, our experienced consultants will show you and your management team how to use the Predictive Index, how to interpret the results and how to apply what you've learned. You'll quickly become skilled at working with all the elements of the Predictive Index – and you'll gain insight into the many ways you can use these versatile tools to improve the performance of your business.

## **We'll give you all the guidance you need.**

While our goal is for you to be as self-sufficient as possible, our PI consultants are always ready and happy to offer advice and assistance, whenever you may need it. From in-depth interpretation of PI results, to consulting on a wide range of general management issues, expert help is available by phone, fax, email and in person.

## THE PREDICTIVE INDEX TOOLS

### It all starts with a simple checklist.

At first glance, it appears to be a simple adjective checklist. For all its apparent simplicity, however, the Predictive Index (PI) is a sophisticated instrument that's been scientifically confirmed to have an extremely high degree of validity, and to be a reliable predictor of work-related behavior. As anyone who has completed PI will tell you, the results are uncannily accurate.

### The PRO. How do you know who you're looking for?

Before you match a person to a job, you have to know what the job requires. That's where the PRO (Performance Requirement Options) worksheet comes in. The PRO gives you a road map for the various positions in your organization, providing insight into the behaviors and drives necessary for superior performance.

The PRO and the Predictive Index work together. You can compare an individual's PI results with the needs of the job, highlighting both fits and gaps to make better-informed selection, coaching, performance management and leadership decisions.



### accessPI™, the speed and convenience of the Web.

The Predictive Index can also be administered and scored online, via our accessPI service. No more paperwork bottlenecks or manual data entry – you can compile data electronically, store it with complete security, and share it across the entire enterprise.

### PIcampus™, an online educational resource.

To make the Predictive Index program even more valuable, PI Worldwide hosts a secure 24x7 Web platform, where users can keep up-to-date on our latest training and educational resources and participate in an active, global PI community. New users can learn from experienced experts; old hands can sharpen their skills and share new ideas and techniques with colleagues.

**PI FOR SMALL BUSINESS.  
BIG BUSINESS RESULTS, ON A SMALLER SCALE.**

Since 1955, thousands of medium to large-size organizations around the world have used the Predictive Index to help them achieve their goals. Now, with PI for Small Business, you can put the same powerful management tools to work for your smaller business.

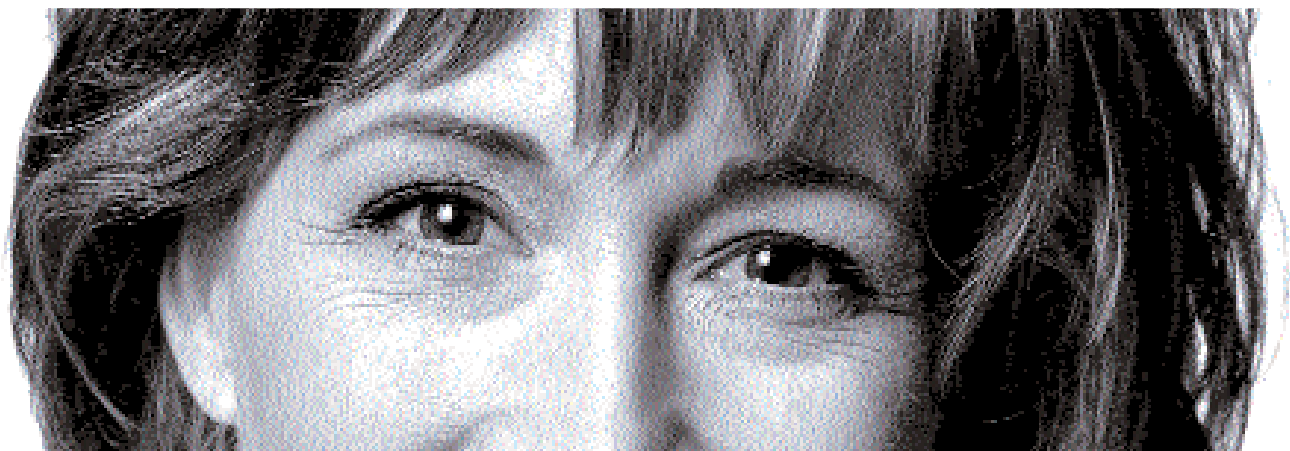
With an affordable menu of services delivered by our expert consultants, we can help you better address the unique management issues you're facing in a small

business, where the right fit – or the wrong one – in a key job can make all the difference. We'll give you the tools to improve communication and deal with conflict productively, and help you find – or develop – people who will complement your strengths and work most effectively in your business environment. We can also help you assess your own leadership style and how it's affecting your company's performance.

**PREDICTIVE LEADERSHIP SERIES.  
HELPING YOUR PEOPLE CHART THEIR OWN SUCCESS.**

Companies that use the Predictive Index to full advantage actively encourage employees to take charge of their own success. One of the most effective ways to do this is through the Predictive Leadership Series, a flexible suite of skills-based workshops tailored by your PI consultant to meet specific needs. These workshops address such key issues as developing sales skills, building dynamic teams and dealing with conflict.

Helping workshop participants see and understand their own behavioral styles – and the impact of those behaviors in the workplace – opens a productive dialogue in which employees can take a personal inventory, determine what they need to get the job done successfully, and develop long-term strategies for success.



**Needless to say, we've also chosen our own people wisely.**

Above all, the people at PI Worldwide share a passion for people. Our management team includes recognized experts in organizational development, psychology, research, management consulting and employee relations.

Our consultants understand that the only true measure of success is the long-term success of our clients. In fact, many of them are considered a vital part of the client's management team, and often serve as trusted advisors on a wide range of business issues.

Would you like to make the most of your most valuable resource – and improve your company's performance, productivity and profitability? We'd like to help. For more information about the Predictive Index, or any of the other services we offer, please give us a call, or visit us on the Web, and we'll put you in touch with one of our experienced PI consultants.

## People Smart. Results Driven.®

Praendex Incorporated, the parent company of PI Worldwide, is publisher of the Predictive Index, and provides a full service support organization for clients around the world. The Predictive Index is available in sixty languages, plus Braille.

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PI Worldwide is certified as an Authorized Provider by the International Association of Continuing Education and Training (IACET). Our training workshops are recognized as being of the highest quality, and qualify for IACET Continuing Education Units (CEUs).



**PI Worldwide**  
Member Firm

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**PI Worldwide**  
**Corporate Headquarters**

16 Laurel Avenue  
Wellesley Hills, MA  
02481-7532 USA

Telephone: +1-781-235-8872  
Toll-free in the USA: 800-832-8884  
Fax: +1-781-235-0959

e-mail: [info@PIworldwide.com](mailto:info@PIworldwide.com)  
[www.PIworldwide.com](http://www.PIworldwide.com)