Solving the People Problem: Essential Skills You Need to Lead and Succeed in Today’s Workplace

Brett M. Cooper & Evans Kerrigan
Integris Performance Advisors

Integris Performance Advisors – Helping you build work relationships that really work

Decision making  Communication  Conflict

Teamwork  Customer Service and Sales  Leadership
We are all different, but…..

Difference creates great results when we understand, appreciate, and honor it.
Developing emotional intelligence in the workplace outweighs most other development options. In one study by Talentsmart, it was found to account for 58% of job success.

Sierra and Her Team Took a Journey
It starts with Emotional Intelligence

As we know from Lean...

What Get’s Measured Gets Done
They Used the Solving the People Problem Survey

Solving the People Problem Provides a Framework for Emotional Intelligence called DISC-EQ

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<th>Awareness</th>
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<td>Know Your Style</td>
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<td><strong>Others</strong></td>
<td>Know Other Styles</td>
<td>Adapt Actions for Mutual Benefit</td>
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More questioning and skeptical

More accepting and warm

More fast-paced and outspoken

More cautious and reflective

DISC is a language for understanding style

Bringing these two variables together provides us with a base Style

- D – Dominance
- I – Influence
- S – Steadiness
- C - Conscientiousness
The Solution isn’t just “EQ”
The Solution is DISC-EQ
It’s Your Turn to Take the Solving the People Problem Survey
Visit SolvingThePeopleProblem.com and click “What’s My DISC-EQ?”
Enter Access Code “WA Lean”

Your Personalized Report
Solving the People Problem:
Essential Skills You Need to Lead
and Succeed in Today’s Workplace

Get the Book to Learn More

Our Gift To You & Your Team...
The Solving the People Problem Survey

Visit SolvingThePeopleProblem.com
• Click “What’s My DISC-EQ?”

* Share the invitation with everyone on your team
  so you can all solve the people problem together!