MANAGING FOR SUCCESS®

From Sorrell Associates
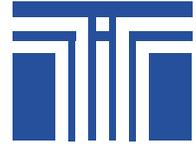
Managing For Success Software Collection

The ability to interact effectively with people may be the difference between success or failure in our work and personal life. The MANAGING FOR SUCCESS (MFS) SOFTWARE COLLECTION is a family of software reports that meet a variety of needs and special applications required for increased individual and organizational effectiveness.

"Effective interaction begins with an accurate perception of oneself."

The Managing For Success reports are generated from individuals' responses to the various TTI instruments and quantifies information on how we perceive ourselves and others. Through personalized information, respondents have the opportunity to immediately increase their knowledge of themselves and others resulting in increased effectiveness and productivity.

SYSTEM REQUIREMENTS:

- ❑ Windows 95, 98, NT 4.0, 2000 Windows Me
- ❑ 16 MB Memory
- ❑ 10 MB of available disk space
- ❑ CD-ROM Drive

Program Features

- ❑ Contains TTI's 15 most popular reports
- ❑ E-mail report
- ❑ Order more reports by fax
- ❑ Most comprehensive behavioral information database in the industry
- ❑ True *multi-user* program. Everyone with access to the system can enter reports at the same time and can save reports to the same database
- ❑ Success Insights® wheel page is a quick visual way to understand a person's behavior
- ❑ Success Insights® wheel training presentation included on the CD
- ❑ Search for people by DISC pattern using the DISC scores or wheel location
- ❑ Search for people by user-defined classifications
- ❑ View a person's DISC, Values or Work Environment graphs on the screen
- ❑ Print out a person's instrument response for comparison
- ❑ Import data from the Internet Delivery Service™
- ❑ Backup all databases or specific reports
- ❑ Customize to have your corporate colors
- ❑ Change fonts and colors in any section of the report
- ❑ Option of rearranging the pages
- ❑ Generate a statistical report of selected people

Managing For Success Programs

MFS Executive

Designed for CEOs, MANAGERS, and DECISION MAKERS, it provides an accurate analysis of their strengths, their value to the organization and provides knowledge that enables them to negotiate a communication system that produces more effective work teams.

MFS Employee-Manager™

Gives valuable information to the employee, the manager and the work team. It clarifies individual work styles, how styles affect job performance and how the employee-manager relationship affects productivity and goal achievement.

MFS Sales

Allows sales managers to increase success in hiring the "right" people, and motivating new and existing salespeople to perform at their best. It takes the guesswork out of managing salespeople, and allows companies to develop sound relationships through individual management plans.

MFS Team Building

Targets key information necessary to build effective teams. Through individual reports, each team member clearly perceives how he/she contributes to the organization and gains a greater appreciation of how differing styles are required to achieve team goals.

MFS Customer Service

Designed to allow employees having any contact with customers to learn more about themselves and learn how certain customers will react to their natural communication style. This increased knowledge will help the employee build rapport and provide more successful customer service.

MFS Work Environment™

Successful performance many times is directly related to matching a person's natural behavior, with the behavior demanded by a specific job. This system allows the user to identify and compare people's perceptions with reality. There are six unique comparisons for you to fully understand the ramifications of job matching and mismatching.

MFS TIME P.L.U.S.™

Identifies time wasters that impact individual productivity, their possible causes and offers possible solutions for correcting or eliminating specific time wasters. It allows individuals the opportunity to develop a powerful new approach to organizing, monitoring and managing their time.

MFS Communicating with Style™

Enhances the communication process with any group through an understanding of an individual's own communication style. The report includes a section on "Communication Flexibility" and "Situational Strategies" that develop group communication. An "Action Plan" designates specific communication goals.

MFS Interviewing Insights™ General and Sales

This special program allows you to compare the person you are interviewing to their report. It eliminates the candidate from masking behavior just to get the job. Make sure you hire the "real" person—not their adapted behavior for the interview. Available in two versions, General and Sales.

MFS Personal Interests, Attitudes and Values™

A person's performance and attitude can be directly related to how they feel about the Personal Interests, Attitudes and Values factors.

This report allows individuals to understand how values affect their choices, and thus, provides purpose and direction in their lives. The most common usage is within a selection system, resolving conflict or intervention.

MFS Sales Strategy Index™

The Sales Strategy Index covers six different steps in the sales process: Prospecting, First Impressions, Qualifying, Demon-stration, Influence, and Closing.

This program:
- ❑ Simplifies sales training
- ❑ Allows managing and coaching to be focused on the areas that produce results
- ❑ Builds confidence
- ❑ Identifies the sales strategy knowledge areas that are needed to sell a specific product/service in a given market
- ❑ Identifies new sales applicant's strengths and weaknesses
- ❑ Identifies specific training or management needs of a salesperson or salesforce

Relationship Insights™

Our ability to interact effectively with others often means the difference between the success or failure in relationships. However, before we can understand others we must first understand ourselves. Relationship Insights was designed to provide that understanding. It identifies key behavioral areas in order to help you have a more accurate understanding of yourself.

Family Talk™

Effective communication is the core of all family relationships. This program was developed to assist each family achieve the following objectives:
- ❑ To identify and understand your natural behavior and communication style
- ❑ To understand and appreciate other family members natural behavior and communication style
- ❑ Blend your style with others for effective communication

For more information contact:

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