



Influence Style™ Indicator

Leverage Impact



Group Report

Sample Group

January 17, 2017

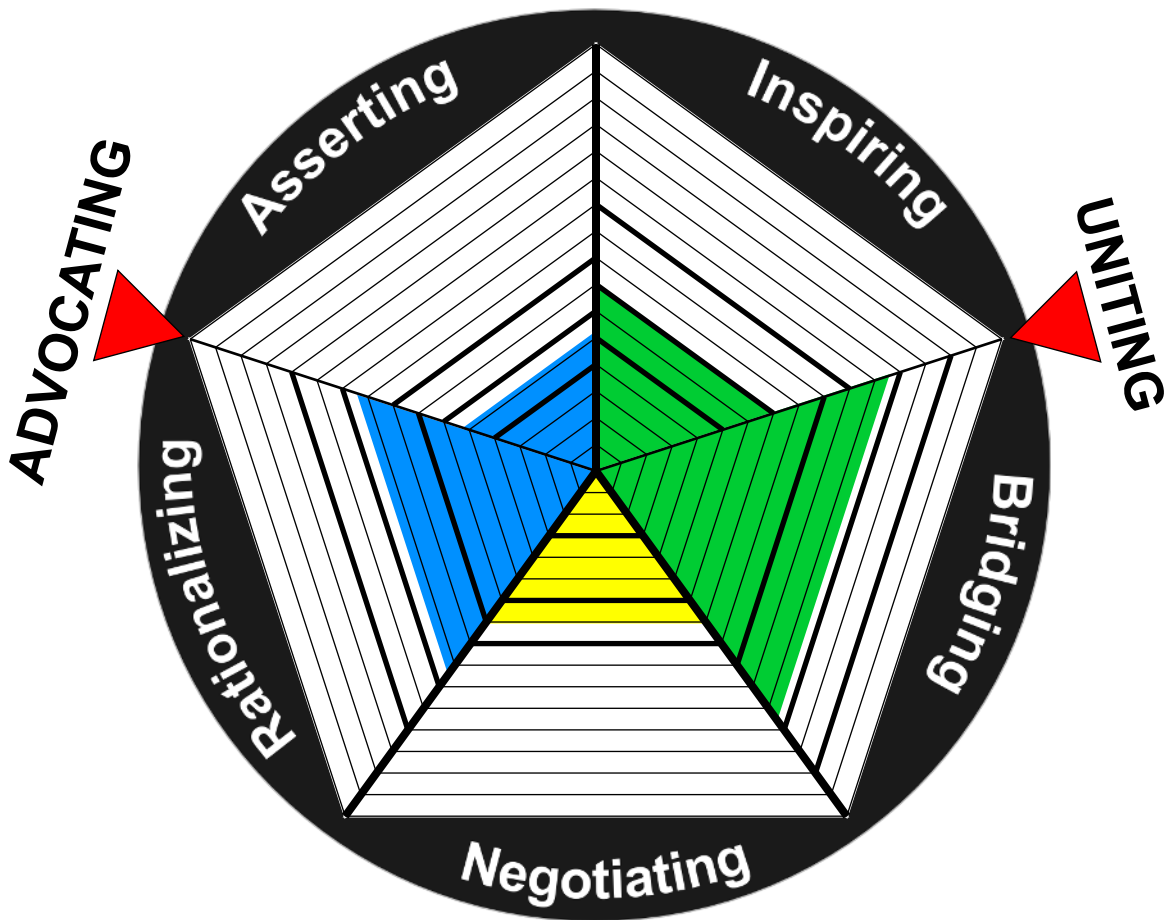
Company Sample Name

Consultant Sample Name

N = 16

Group Report For: SAMPLE GROUP

Influence Style	Average	Underutilized	Slight	Moderate	Dominant
Rationalizing	9.38	0	7	9	0
Asserting	5.19	4	10	1	1
Negotiating	7.00	3	8	3	2
Inspiring	6.94	2	10	3	1
Bridging	11.50	1	2	6	7



Category

Strength of Preference

Rationalizing	0 1 2 3	4 5 6 7 8	9 10 11 12	13 14 15 16
Asserting	0 1 2 3	4 5 6 7 8	9 10 11 12	13 14 15 16
Negotiating	0 1 2 3	4 5 6 7 8	9 10 11 12	13 14 15 16
Inspiring	0 1 2 3	4 5 6 7 8	9 10 11 12	13 14 15 16
Bridging	0 1 2 3	4 5 6 7 8	9 10 11 12	13 14 15 16
	Underutilized	Slight	Moderate	Dominant