



# Assessments 24x7

GLOBAL LEADER IN ASSESSMENT TECHNOLOGY

# *How Assessments can help you & your clients*

Dr. Tony Alessandra

# In Preparation for this Presentation

1. Searched our help desk files
2. Which types of assessments do you have
3. Describe one or more assessments – what they do
4. Can I customize/ white label?
5. How should I price assessments for my clients
6. How can I use assessments for...
7. How can I use assessments for employee hiring/selection?
8. Does your assessment dashboard do...
9. Etcetera





# Types of Assessments & WHY We Use Them

1. **DISCself** (colored stickers)
2. **Kids DISC**
3. **DISC 360**
4. **DISC Relationships & Collaboration** (2 people)
5. **Motivators** (Aesthetic, Economic, Individualistic, Power, Altruistic, Regulatory, Theoretical)
6. **HireSense** (DISC, Motivators & Critical Thinking (HVP))
7. **Emotional Intelligence 360**
8. **Sales IQ**  
(Preparation - Targeting - Connecting - Assessing - Collaborating - Confirming- Assuring - Managing)



## 9. Core Competency Index

*Ability to Empower - Communication Skills - Counseling, Coaching & Training - Creative Thinking - Decision Making - Delegation Skills - Drive and Persistence - Exceeding Customer Expectations – Giving and Receiving Feedback - Identifying and Solving Problems - Involving Others – Managing and Prioritizing Time - Managing Change – Managing Interruptions - Negotiating Skills - Organizational Skills – Planning and Scheduling Work – Proactive Thinking - Resolving Conflict – Setting Goals and Standards - Stress Management – Temperament & Disposition – Thinking Clearly and Analytically – Tolerance - Empathy and Understanding - Visualizing the Future*

## 10. Leadership Effectiveness (LE) 360

*Communication Skills - Decision-Making – Delegation - Emotional Intelligence – Managing Change - Setting Goals and Standards - Team Building - Visualizing the Future*

## 11. 5 Disciplines (larger businesses)

*Strategy – Business Development – People – Execution – Mission*



## WHY We Use Assessments

### 1. IMPROVING HIRING & SELECTION PROCESS?

*HireSense – DISC (benchmarking) – Motivators - CCI*

### 2. INCREASING EFFECTIVENESS IN SALES?

*DISC Sales – Motivators - Sales IQ - CCI*

### 3. CREATING WORLD-CLASS LEADERS

*DISC – Motivators - CCI- DISC 360 - EIQ 360- LE 360*

### 4. INCREASING PRODUCTIVITY

*DISC- Motivators – LE 360 - DISC 360 - EIQ 360 - 5 Disciplines*



## 5. REDUCING EMPLOYEE TURNOVER

*DISC – Motivators - Emotional Intelligence - 5 Disciplines*

## 6. BUILDING CONNECTED TEAMS

*DISC – Motivators - DISC & Motivators - DISC 360 - EIQ 360*

[\*DISC Summary Report\*](#)

[\*Team Application Exercise\*](#)

## 7. MANAGING UP

*DISC 360 - EIQ 360 - Leadership Effectiveness 360 - 5 Disciplines*

## 8. CUSTOMIZING EMPLOYEE TRAINING

*DISC – Motivators - Emotional Intelligence – CCI – HireSense (onboarding)*



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# Q & A





# Dashboard – Announcements

## Announcements (2/22/2022)

- **THE DISC DAILY:** DISC Daily is a simple, daily reminder to focus on your growth and development. The messages are easy to implement. They help you think about your main goals as well as your most important relationships. We recommend this tool to anyone committed to professional or personal growth and development!  
<https://discdailycoach.com>
- **GET CERTIFIED:** Whether you're looking for bigger contracts or want to deepen your connection with your clients, getting DISC Practitioner Certified is a great first step. Certified Practitioners offer unique expertise and perspective and rate stronger when interacting with others, which leads to success in attracting more clients and referrals. If you'd like more information, reach out to us at [sales@assessments24x7.com](mailto:sales@assessments24x7.com).
- **ASSESSMENT HIGHLIGHT – HIRESENSE!:** If you are involved in hiring and selection at any level, we urge you to check out HireSense, a product we created specifically for that space. Finding the right talent is hard. HireSense makes it easier!
- **ASSESSMENTS 24X7 COMMUNITY HUB:** We invite you to join us to share your knowledge and interact with other professionals in the assessment industry on our Assessments 24x7 Community Hub. This free resource is a fantastic online knowledge resource for DISC and our other assessments! [Join us here.](#)

### Account Login

Please enter your username and password, then click the Login button.

Login

[Forgot Username or Password? Click Here](#)

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# Dashboard – Your Assessments

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First Name:  Last Name:

Custom Email:  
 No  Yes

**Available Assessments**

ActionCOACH Entrepreneur Assessment	68
Change Management Effectiveness Profile	961
Coaching Effectiveness Profile	962
Communication Styles	1066
Communication Styles II	1000
Communication Styles Plus	93
Communications Effectiveness Profile	962

**ORDER ADDITIONAL ASSESSMENTS**  
Click on the assessment name above.

**TRANSFER**  
Click here to transfer credits between eligible Assessments.

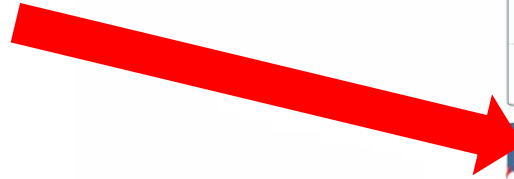
**Generate Invoices** - Click here to generate invoices from your purchases.

**Note:** These passwords are for non-certified clients. If you completed a certification program, use the password you were provided for a longer library of trainer materials.

- DISC password: **a24x72022disc**
- Motivators password: **a24x72022mot**
- HVP (Critical Thinking) password: **a24x72022hvp**
- Emotional Intelligence (EIQ) password: **a24x72022eiq**
- Learning Styles password: **a24x72022ls**
- Sales IQ password: **a24x72022siq**

- Certification  
Practitioner Certification
- Marketing One-Sheets  
Download one-sheets
- Sample Reports  
Download Sample PDF reports
- Demo Assessments  
Use them for personal demos
- Webinars  
Previously recorded webinars
- Rate Cards  
View assessment pricing

• If this is your first time using our system, please "[click here](#)" to download our recommendations for getting started. The full site instruction guide is located on the top menu under resources.



# Dashboard – Quick Links


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→ Quick Links ▾


## Resource Center


 Virtual Tour Of Your Account  
A quick overview of your account


 Trainer Materials  
FREE trainer materials (passwords below)


**Note:** These passwords are for non-certified clients. If you completed a certification program, use the password you were provided for a longer library of trainer materials.


 DISC password: **a24x72022disc**

 Motivators password: **a24x72022mot**

 HVP (Critical Thinking) password: **a24x72022hvp**

 Emotional Intelligence (EIQ) password: **a24x72022eiq**

 Learning Styles password: **a24x72022ls**

 Sales IQ password: **a24x72022siq**





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