

Management & Coaching

1. Help me prepare for a coaching session with my employee, [insert name]. Focus on their behavior, current job role, and the strengths and caution areas they may encounter in terms of their behavior match for that role. Then focus on strengths and cautions when it comes to working relationships with their peers.
2. [insert name] is having trouble following up with clients and is sometimes disrespectful to other members of the team. How can I help them?
3. I'm creating an onboarding deck for a new employee, [insert name]. Write some copy providing an overview of The Predictive Index and their BA, focusing on what they should be aware of when working with others.
4. How can I motivate [insert name] to perform better?
5. Based on my profile, create a week-long coaching plan for me to help [insert name] hit their sales goals.

Individual & Self-Insights

1. What is my behavioral pattern? Show the graph and describe the factors.
2. Give me a conversational readback on my behavioral pattern as if you were a coach or consultant.
3. What is my self-concept and how does it impact my behavior?
4. What are some caution areas people should know when working with me?
5. Email me my behavioral report.

Working Relationships & Conflict Management

1. Design a team-building activity that leverages the strengths of each of my direct reports. Be sure to explain how this activity will leverage the team's natural strengths in a fun and collaborative way.
2. I need to run a conflict resolution session between two employees, [insert name] and [insert name]. Give me guidance for how to run the meeting based on my BA and those of the two employees.
3. Create a downloadable relationship guide between me and [insert name].
4. Email me a relationship guide between [insert name] and [insert name].
5. Provide tips to build a productive and collaborative working relationship with my colleague [insert name].

Science & Product Knowledge

1. Explain the [insert profile name, e.g., Captain or Altruist] Reference Profile.
2. What is the difference between a wide and a narrow behavioral pattern?
3. What does it mean when someone is A over B?
4. Why do some people with very different patterns have the same Reference Profile?
5. List three common misconceptions about the PI Behavioral Assessment and debunk them with evidence.
6. Help me make an ROI case on the value of The Predictive Index to my executive team so I can secure funds for purchase and renewal.