



# Influence Style™ Indicator

Leverage Impact



Group Report

**Sample Group**

January 17, 2017

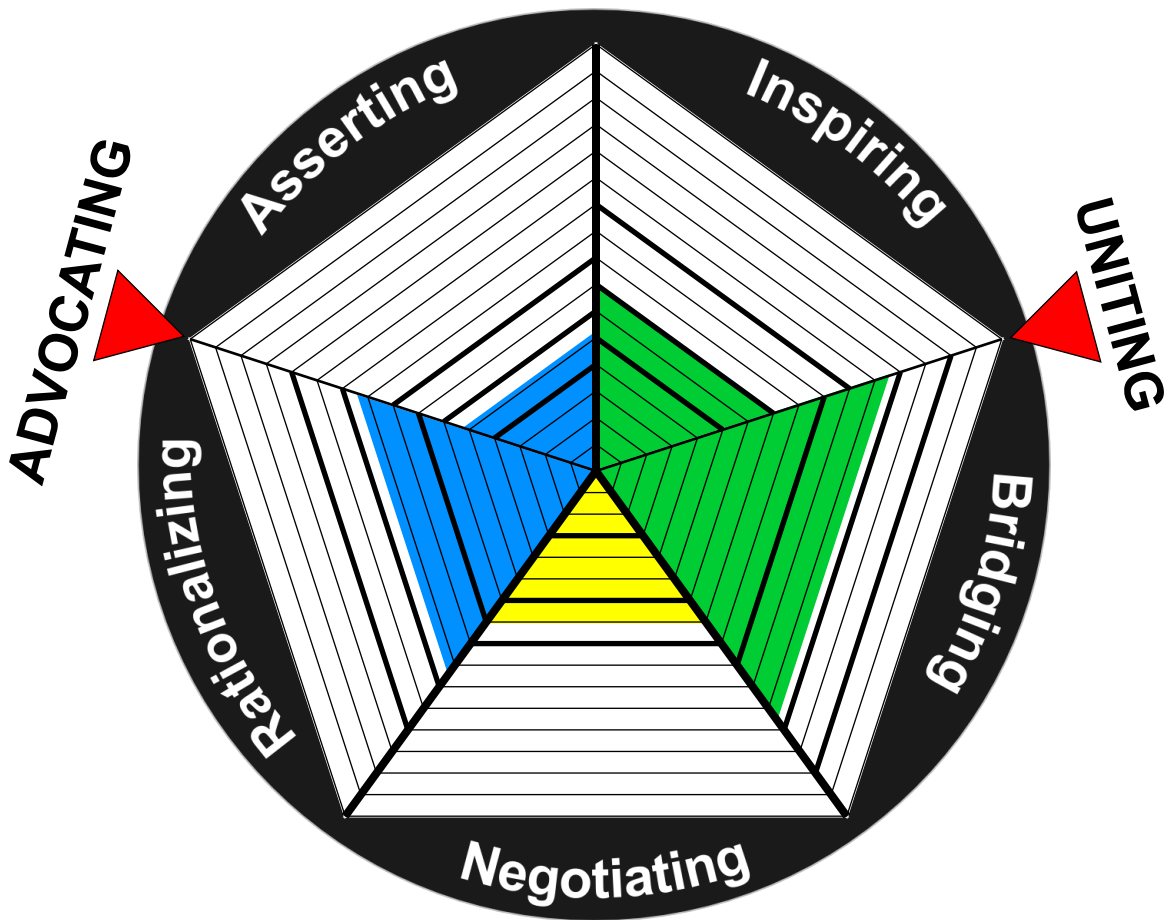
**Company Sample Name**

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				