

## Personal Interests, Attitudes & Values Assessments

*Why people do what they do affects performance both on and off the job.*

**The TTI Success Insights™ Personal Interests, Attitudes and Values Report** explores “passions,” or workplace motivators, and how they impact relationships with others by measuring the relative prominence of six basic drivers of behaviors that influence how we see the world, how we value activities, and what impels us into action. Barr Corporate Success synthesizes the results of PIAV assessments into powerful plans for motivating people as individuals, empowering team members with tools for better communication.

## Star performers are differentiated from average ones by emotional intelligence.

For jobs of all kinds, emotional intelligence is a greater contributor to realizing success than a person’s intelligence quotient and technical skills combined. The Personal Interests, Attitudes and Values Report allows individuals to understand why they make the decisions they make and why conflicts can arise. They will see why others view the world differently and value similar or different things in life, helping to ensure the right people are in the right positions to bring personal and organizational success.

### The TTI PIAV™ equips participants to:

- > Understand their own drives and passions.
- > Recognize others’ passions.
- > Motivate others to action.
- > Appreciate differences and perceive sources of conflict.

## Barr Corporate Success: Where Strategy Brings Action and Action Brings Success!

*Let's get to work!*



BCS is a certified user of Target Training International™ Assessments.

### After review of results, participants will:

- > Understand each attitude style and the interactions of each one.
- > Know which attitudes drive their lives, actions and decisions.
- > Understand other’s viewpoints and be able to interact convincingly by seeing the world through their eyes.
- > Recognize and appreciate what moves others.

### Best Practices with Barr Corporate Success and the TTI PIAV™:

- > Excellent leadership performance by top-level managers adds directly to a “hard” results, such as increased profitability, lower costs, and improved customer retention.
- > Emotional intelligence enhances “softer” results by contributing to increased morale and motivation, greater cooperation, and lower turnover.
- > Combined with DiSC Assessments, organizations understand both the “why” and “how” of behavior, leading to better communications and management.