

# MANAGING FOR SUCCESS<sup>®</sup>



MFS-IDS Research Collection™

Installs to Hard Drive

## Managing For Success MFS-IDS Research Collection

The introduction of TTI's Internet Delivery Service™ (IDS™) has greatly facilitated and expanded the use of online behavioral and attitudinal assessment reports within organizations. Due to increased production of these reports, the need to manage data offline has become important. The MFS-IDS Research Collection enables you to access your IDS Managing for Success reports stored on the Internet and synchronize them with your local PC. You can accomplish this without the added steps of exporting/importing files, and without a codelock installation.

### Data Synchronization Made Easy

The MFS-IDS Research Collection empowers the user to instantly synchronize and transfer Internet data to a local PC file merely by clicking a button on the screen. The data, taken from the selected IDS account response link, is stored on the PC's hard drive and ready for use immediately. No more exporting and importing data files.

### No Codelock and No Unit Orders

The new MFS-IDS Research Collection is designed to operate

#### SYSTEM

#### REQUIREMENTS:

- Windows 95, 98, NT 4.0, 2000, Windows Me
- 16 MB Memory
- 10 MB of available disk space
- CD-ROM Drive

without the usual installation of a codelock (an added piece of hardware) on the PC. It also eliminates the extra steps of ordering MFS units for processing paper-based response instruments.

### Program Features

- Manages TTI's most popular reports
- Synchronizes IDS data to the MFS Software Collection™ instantly
- Reprints reports at no extra charge
- Searches for people by DISC pattern
- Customizes fonts and colors of reports to reflect your corporate colors
- Changes fonts and colors in any section of the report
- Rearranges and eliminates pages of reports to create custom reports
- Generates statistical reports for selected groups to easily create selection norms
- Stores and manages IDS data on your local PC
- Includes Success Insights® Wheel page as a quick, visual way to understand a person's behavior
- Presents options to rearrange the report pages

### Managing For Success Reports

#### MFS Executive

Designed for CEOs, MANAGERS, PROFESSIONALS and DECISION MAKERS, it provides an accurate analysis of their strengths, their

value to the organization and provides knowledge that enables them to negotiate a communication system that produces more effective work teams.

#### MFS Employee-Manager™

Gives valuable information to the employee, the manager and the work team. It clarifies individual work styles, how styles affect job performance and how the employee-manager relationship can be optimized to enhance productivity and goal achievement.

#### MFS Sales

Allows sales managers to increase their success in hiring the "right" people and motivating new and existing salespeople to perform at their best. It takes the guesswork out of managing salespeople and allows companies to develop sound relationships through individualized personal development plans.

#### MFS Team Building

Targets key information necessary to build effective teams. Through individual reports, each team member clearly perceives how he/she contributes to the organization and gains a greater appreciation of how differing styles are required to achieve team goals.

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## **MFS Customer Service**

Designed to allow employees having any contact with customers to learn more about themselves and learn how certain customers will react to their natural communication style. This increased knowledge will help the employee build rapport and provide more successful customer service.

## **MFS Work Environment™**

Successful performance many times is directly related to matching a person's natural behavior with the behavior demanded by a specific job. This report allows the user to identify and compare people's perceptions with the reality of the job. There are six unique comparisons to assess the ramifications of job matching and mismatching.

## **MFS Time P.L.U.S.™**

Identifies time wasters that impact individual productivity, their potential causes and offers possible solutions for correcting or eliminating specific time wasters. It allows individuals the opportunity to develop a powerful new approach to organizing, monitoring and managing their time.

## **MFS Communicating with Style™**

Enhances the communication process with any group through an understanding of an individual's own communication style. The report includes a section on "Communication Flexibility" and "Situational Strategies" that develop effective group communication. An "Action Plan" designates specific communication goals.

## **MFS Interviewing Insights™**

### **General and Sales**

This special report identifies the natural behavioral style of an interviewee. It eliminates the candidate from masking behavior just to get the job. Make sure you hire the "real" person—not their adapted behavior at the interview. Available in two versions, General and Sales.

### **MFS Personal Interests, Attitudes and Values™**

A person's performance and source of motivation are directly related to their interests, attitudes and values.

This report allows individuals to understand how their core values affect their choices, and thus, provide purpose and direction in their lives. The most common usage is within a selection system, resolving conflict or career coaching.

### **MFS Sales Strategy Index™**

Covers six different skills in the sales process: Prospecting, First Impressions, Qualifying, Demonstration, Influence, and Closing.

This report:

- Simplifies sales training
- Allows managing and coaching to be focused on the areas that will produce results
- Builds confidence
- Highlights the sales strategy knowledge areas that are needed to sell a specific product/service in a given market
- Identifies new sales applicant's strengths and weaknesses

## **Relationship Insights™**

Our ability to interact effectively with others often means the difference between success or failure in relationships. However, before we can understand others we must first understand ourselves. Relationship Insights was designed to provide that understanding. It identifies our key behavioral style in order to help you have a more accurate understanding of yourself.

### **Family Talk™**

Effective communication is the core of all solid family relationships. This report can be produced in Parent or Young Adult versions and was developed to assist each family achieve the following objectives:

- To identify and understand your natural behavior and communication style
- To understand and appreciate other family member's natural behavior and communication styles
- Blend your style with others for effective communication and better family relationships

### **MFS Successful Career Planning™**

This 3-part report compares the individual's behavioral style with their past and ideal work environments. The resulting information provides a valuable guide to coaches and managers for assisting individuals in making informed career choices based on their natural behavioral style.

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