



# Caliper's Client Education Workshop

*We have always felt that the more managers know about how personality impacts performance, the better they will be able to hire and develop talent.*

*We developed this program to ensure a deeper understanding of Profile results and how they can be used to achieve peak performance.*

**Helping you gain deeper insight into how personality impacts performance**

**H**ave you ever looked at the Caliper reports in your file cabinet or inbox and wondered if there was a way to make better use of that information? Would you like to gain a deeper understanding of how the numbers on Caliper's graphs are converted to insights on human behavior?

If you've assessed your top performers with the Caliper Profile, you already have a wealth of information at your fingertips. And the more fully you understand it, the greater your opportunities to put it to work for you. Caliper offers a one-day workshop that teaches you how to interpret the Caliper Profile results and understand how personality really impacts performance. And you will gain knowledge that enables you to become a more valuable resource within your organization.

The Profile can offer you so much more than just helping you make a hiring decision. It can provide you with the guidance you need to fully under-

stand your employees' motivations and create developmental programs that will play to their strengths and motivations. It can also help you avoid losing your top performers because you'll know how to help them not only succeed, but thrive.

In Caliper's Client Education Workshop, you will learn more about the traits we measure, what they mean, why they are important for selecting the best people for management, sales, service and technical positions, as well as how the attributes represented on the graphs really play out in the job. With this deeper understanding, the results of the Caliper Profile can continually be

used to redefine career objectives and developmental programs as your best employees grow with your organization.

*This full one-day program will break down as follows:*

**Segment 1: The Job-Match** – In this portion of the workshop, you will learn how to set up a consistent framework for having the most productive job-matching conversations with your consultant and transferring information to other contacts in your organization.

**Segment 2: Profile Understanding** – In this section, and throughout the workshop, you will reinforce your understanding of Caliper terminology and review several Profiles

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including your own to gain greater working knowledge and skill in Caliper Profile interpretation.

**Segment 3: Hands-on Practice –** After receiving a solid grounding in job-matching and trait-combination concepts, you'll put your learning to use by participating in exercises focusing on selection, development and team analysis.

This workshop will help you become a valued internal resource for the Caliper process. With a sound methodology for interpreting and understanding Caliper Profile results, you will enhance the value of each Profile, help employees achieve optimal performance and align your organization with Caliper to form a more productive, cost-effective partnership.

The Caliper Client Education Workshop is held at our corporate headquarters in Princeton, NJ, and the number of participants is very limited, so please contact us to reserve a space for our next workshop.

We have always felt that the more managers know about how personality impacts performance, the better they will be able to hire and develop talent. We developed this program to ensure a deeper understanding of Profile results and how they can be used to achieve peak performance. We will help you become a valued resource within your organization for understanding the Caliper Profile and how best to use that information to your fullest advantage.



### **About Caliper**

*For nearly a half-century, Caliper has consulted with over 25,000 companies on improving every aspect of managing their talent—from selection through succession. The depth of the relationships we develop with our clients is at the heart of our consulting approach. Our focus is on providing tangible improvements in the performance of individuals and the companies they work for.*

*Starting with accurate, objective insights our consultants gain from our proprietary, time-tested personality assessment, the Caliper Profile, we are able to help our clients create solutions that are tailored, practical and adaptable. Whether you are looking to hire top performers, develop talent, build teams or transform your organization, we can help.*

**CALIPER**  
*Solutions for peak performance.*

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