

# Assessment Tool Kit

Strategy	People	Process	Performance
<u>Organizational Culture Assessment Instrument (OCAI)</u>	<u>WorkTraits Behavior/Values Profile</u>	<u>Strategic Account Management Scorecard (SAMS)</u>	<u>Workforce Productivity SkillMap</u>
<u>Corporate CultureMap</u>	<u>Leadership SkillMap</u>	<u>Team Leadership Assessment</u>	<u>Emotional Effectiveness SkillMap</u>
<u>Leadership StyleMap</u>	<u>First-Line Supervisor Skills Assessment</u>	<u>Team Building SkillMap</u>	Customer Satisfaction Survey
<u>Field Sales Coaching Survey</u>	<u>Sales Management Skills Inventory</u>	<u>Communication SkillMap</u>	Time & Territory Management Audit
Organizational Alignment Assessment	<u>Professional Selling SkillMap</u>	CRM Effectiveness Assessment	Job/Task Enablement Assessment
Business Planning Assessment	<u>Customer Service SkillMap</u>	Sales Enablement Assessment	Risk Management Assessment
Innovation Assessment	Employee Satisfaction Index	Product/Marketing Manager Assessment	Organizational Wellness Assessment
Organizational Agility Assessment	Gray areas indicate tools under development	Blue areas indicate currently active tools	Information System Efficacy Assessment
<b>Customizable tools:</b>			
Job/Position Definition/Descriptions	Interview Questions	Selection Standards	Knowledge & Skill (Competency) Requirements