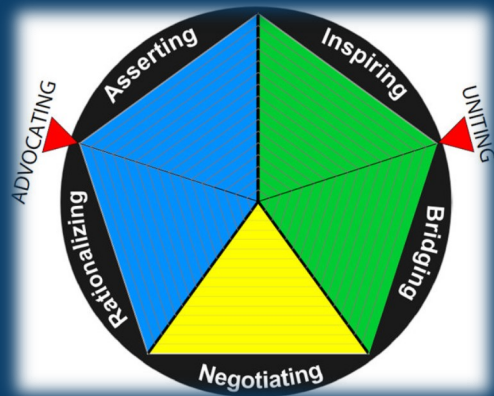


## Discovery Learning International Tools Influence Style Indicator

### Influence Style Indicator™

The Influence Style Indicator (ISI) defines influence as “the interpersonal behaviours that we use to have a positive impact on another party’s choices.”

Using this definition, the ISI measures an individual’s preferred styles as they influence others. The assessment assesses the respondent’s dominant and under-utilised influencing styles, also how to identify others’ preferred styles.



#### **Certification**

To become a qualified user of the Change Style Indicator, Psysoft offer a blended certification which can be completed remotely in three steps:

1. Registration -you will be given your login details to begin the certification process including completing the CSI assessment itself.
2. Independent learning - you will be able to build your knowledge of the assessment using interactive online modules and resources including a CSI facilitator guide, PowerPoint slides and online training modules.
3. One-to-one webinar session - you will attend a one-to-one webinar session with a qualified Psysoft consultant who will guide you through the assessment and how best to use it.