

The Birkman® can **answer** questions and **inform** issues like . . .

Managing and Leading	<input type="checkbox"/> How you prefer others work with you <input type="checkbox"/> Your leadership style <input type="checkbox"/> How you seek to influence others <input type="checkbox"/> How you handle other people <input type="checkbox"/> Managing your time <input type="checkbox"/> Biggest mistakes people can make with you
Communicating	<input type="checkbox"/> How you prefer others talk to you <input type="checkbox"/> What kind of team player are you <input type="checkbox"/> Your possible ineffective tactics in meetings
Motivating	<input type="checkbox"/> How you incentivize others <input type="checkbox"/> How to incentivize you <input type="checkbox"/> Motivating you for best performance <input type="checkbox"/> Effect of interests on your work
Career	<input type="checkbox"/> Your job search <input type="checkbox"/> How you approach job interviews <input type="checkbox"/> Organizational fit
Personal Relationships	<input type="checkbox"/> Your relationship with your spouse <input type="checkbox"/> Your relationship with your child <input type="checkbox"/> Relational disrupters
Educational	<input type="checkbox"/> Your learning style <input type="checkbox"/> Money and trust
Addressing Team Dysfunctions	<input type="checkbox"/> Trust <input type="checkbox"/> Handling conflict <input type="checkbox"/> Handling commitment <input type="checkbox"/> Accountability
Sales	<input type="checkbox"/> A guide for your sales manager <input type="checkbox"/> Increasing your sales effectiveness
Other	<input type="checkbox"/> Your strengths <input type="checkbox"/> Your possible challenges <input type="checkbox"/> Some basic information about you
Career	<input type="checkbox"/> Your career focus
Profile Summary	<input type="checkbox"/> Understanding Birkman Interests <input type="checkbox"/> Understanding Your Birkman Map <input type="checkbox"/> Understanding the Components <input type="checkbox"/> Understanding Organizational Focus <input type="checkbox"/> Understanding Work Styles