Would you like to find out how you and your team stack up against the Multipliers and Diminishers in the book?

We have a full range of assessments (360s and team aggregates) for finding out where you and your team fall along the Multiplier-Diminisher continuum.

Each of the assessments is processed through Booth & Company: the leader in premium, online, confidential multi-rater assessments. Each leader creates a personal portal from which to manage the assessment process. Once the assessment is complete, a PDF of the report is emailed directly to the leader being assessed.

**Multipliers 360 Assessment**

Using the full breadth of Multiplier-Diminisher behaviors, this robust, 72-question, multi-rater assessment allows a leader to quickly access a baseline across the Multipliers model. The report includes a net score (Multiplier behaviors minus Diminisher behaviors) across each of the five disciplines. It also includes the Top 5 Multiplier behaviors and the Top 5 Diminisher behaviors to allow an individual to quickly identify a few high-leverage starting points. A sample report is available upon request (two pages are captured below).

**Multipliers Self-Assessment**

This report is based on the same 72 questions that make up the Multipliers 360 and provides a quick approximation of the ways you may be Multiplying or Diminishing the intelligence in the people around you. The report includes a net score (Multiplier behaviors minus Diminisher behaviors) across each of the five disciplines. A sample report is available upon request.

**1-on-1 Coaching Session**

For the full Multipliers 360 assessment, participants may want to participate in a 1-on-1 coaching session to interpret the results and to begin creating a development plan for leading more like a Multiplier. The objective of this coaching session is to identify the key areas for accelerated development (as described on page 203 of Multipliers).

**Utilization Index**

This assessment is a “Three Minute 360” because it asks only two direct questions to get to the top line and the bottom line of how well a leader is utilizing the people they work with. Each participant will receive a percentage score (1-100%) for how well they are utilizing the intelligence in the people around them. They will also receive feedback for one thing they could do to better improve people’s capability. A sample report is available upon request.

**Team Aggregate Report**

If you and your team complete the Multipliers 360 you can request a report which aggregates the team’s feedback into a single report. This allows you to identify a whole team’s performance along the Diminisher-Multiplier continuum. We recommend this for any intact teams interested in building Multiplier leadership throughout the team. A sample report is available upon request.
### The Assessment Options

<table>
<thead>
<tr>
<th>Options</th>
<th>Multipliers 360</th>
<th>Utilization Index</th>
<th>Multipliers Self</th>
<th>M360 + Coaching</th>
<th>Team Aggregate Report</th>
</tr>
</thead>
<tbody>
<tr>
<td>Feedback from self</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Feedback from direct reports</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Feedback from peers</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Feedback from supervisor</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>1-on-1 coaching session*</td>
<td>No</td>
<td>No</td>
<td>No</td>
<td>Yes</td>
<td>n/a</td>
</tr>
<tr>
<td>Number of questions</td>
<td>72</td>
<td>2</td>
<td>72</td>
<td>72</td>
<td>72</td>
</tr>
<tr>
<td>Suggested number of raters</td>
<td>10-12</td>
<td>10-12</td>
<td>1</td>
<td>n/a</td>
<td>n/a</td>
</tr>
</tbody>
</table>

* Assumes a personalized 90 minute coaching session.

Are you a genius or a genius maker? We’ve all had experience with two dramatically different types of leaders. The first type drains intelligence, energy, and capability from the people around them and always needs to be the smartest person in the room. These are the idea killers, the energy sappers, the diminishers of talent and commitment. On the other side of the spectrum are leaders who use their intelligence to amplify the smarts and capabilities of the people around them. When these leaders walk into a room, light bulbs go off over people’s heads; ideas flow and problems get solved. These are the leaders who inspire employees to stretch themselves and get more from other people. These are the Multipliers. And the world needs more of them, especially now when leaders are expected to do more with less. What could your organization accomplish with access to all the intelligence that sits inside it?

---

**Liz Wiseman**

President

Liz Wiseman is a best-selling author and president of The Wiseman Group, a leadership research and development center headquartered in Silicon Valley. She advises senior executives and leads strategy and leadership forums for executive teams worldwide. A former executive at Oracle Corporation, she worked as the Vice President of Oracle University and as the global leader for Human Resource Development for 17 years. Liz holds a Master of Organizational Behavior from Brigham Young University.

650.854.3544 office
Liz@TheWisemanGroup.com

To arrange for a Multipliers Assessment, please contact the Wiseman Group at:
info@thewisemangroup.com
www.thewisemangroup.com