

# KII® Client Workbook Map

- Introduction
- Getting Started
- Workbook Objectives
- What KII® IS and Is NOT
- Influence Myths
- K-Factor™ Score

## KII® Client Workbook (Front Section)

## Seven Influence Traits® Fact Sheets

- Confidence Fact Sheet
- Commitment Fact Sheet
- Courage Fact Sheet
- Passion Fact Sheet
- Empowering Fact Sheet
- Trustworthiness Fact Sheet
- Likeability Fact Sheet

## KII® Report Review (Report Section/Influence Traits®)

- Trait Motivation Quizzes
- Scores Meaning
- Competitive Advantage
- Personal Strengths
- Blindspots & Pitfalls
- Improvement to Make
- Benefits of Improving

## KII® Client Workbook (Back Section)

- Do's & Don'ts
- Influence Traits® Checklist
- Quick Reference Guide
- Personal Checklist

## Understanding the Seven Influence Traits®

- Confidence  
(4 Exercises plus Action Plan)
- Commitment  
(4 Exercises plus Action Plan)
- Courage  
(4 Exercises plus Action Plan)
- Passion  
(4 Exercises plus Action Plan)
- Empowering  
(4 Exercises plus Action Plan)
- Trustworthiness  
(4 Exercises plus Action Plan)
- Likeability  
(4 Exercises plus Action Plan)

# SOCR™ Client Workbook Map

## SOCR™ Client Workbook (Back Section 2)

**Trait Descriptors Chart**  
*(found in SOCR™ Report)*  
Contribution & Value to Organization  
*(exercise)*

Do's & Don'ts of Five Organizational Competencies™

Checklists of Five Organizational Competencies™

Quick Reference Guide  
Action Commitments  
Personal Checklists *(Five Organizational Competencies™)*

## Setting the Influence Foundation *(The Seven Influence Traits® meet the Five Organizational Competencies™)*

**Leadership**  
Strengths  
Blindspots  
What is at the Heart of . . . (3 Exercises)  
Leadership in Action (Action Plan Exercise)

**Communication**  
Strengths  
Blindspots  
What is at the Heart of . . . (3 Exercises)  
Leadership in Action (Action Plan Exercise)

**Team Effectiveness**  
Strengths  
Blindspots  
What is at the Heart of . . . (3 Exercises)  
Leadership in Action (Action Plan Exercise)

**Strategy & Solutions**  
Strengths  
Blindspots  
What is at the Heart of . . . (3 Exercises)  
Leadership in Action (Action Plan Exercise)

**Execution & Evaluation**  
Strengths  
Blindspots  
What is at the Heart of . . . (3 Exercises)  
Leadership in Action (Action Plan Exercise)

## SOCR™ Client Workbook (Front Section)

Introduction

Getting Started

What KII® IS and Is NOT

Five Organizational Competencies™  
Myths & Truths

Five Organizational Competencies™  
Definitions

## Five Organizational Competencies™ Fact Sheets

Leadership

Communication

Team Effectiveness

Strategy & Solutions

Execution & Evaluation

## SOCR™ Report Review *(Seven Influence Traits® Strengths & Challenges)*

Onion Exercise

Maximize Strengths Exercise

Challenges Exercise

Discrepancy Exercise