

Influence-IQ™

Intelligence That Matters

Get Results Through Others by Putting Your Brain and Heart to Work

In

Independence
Autonomy, Control, Choice

F

Fairness
Flexibility, Justice

L

Leverage
Power, Status, Rank

U

Understanding
Insight, Needs / Driver, Motivation

E

Engagement
Belonging, Connection, Relationship

N

Neutrality
Bias, Filters, “Lazy Cognition”

C

Clarity
Direction, Certainty, Focus

E

Empathy
Observation Without Judgment, Vulnerability