

Devine Inventory Team Analysis™

Reinforce positive sales team behaviors to improve development and productivity

Devine Inventory Team Analysis

The Devine Inventory Team Analysis report helps you predict who will be successful in specific sales team roles by comparing the behavioral tendencies and competencies of existing employees.

Many companies invest years of effort to create cross-functional teams to help run their businesses. One key element to success is the alignment of team capabilities with work requirements.

- How well is the team leader guiding the team?
- Are personality conflicts creating barriers to success?
- Are team members holding up their commitments to the team, or simply looking after their own needs?



When team dynamics are identified as an inhibitor to sales performance, the Devine Inventory Team Analysis report takes a thorough look at team leadership, as well as individual team members, and recommends training areas for improvement. The report is based on the results of The Devine Inventory assessment.

Devine Inventory Team Analysis helps organizations clarify the strengths and weaknesses of their sales team, provides insights into how the team members and their leaders interact, and analyzes whether those interactions are enhancing performance, or if they require modification. For example, Team Analysis might find that one employee is a great individual performer, but not a productive team player, and should be redeployed to a position more suited to his or her strengths.

Devine Inventory Team Analysis helps you predict who will be successful in specific sales roles.

The Devine Inventory™

The Devine Inventory is a secure, online Ipsative-based solution that gives employees the ability to take assessments at any time, from any location with Internet access. It analyzes 33 key behavioral tendencies of current employees so that company leaders can assess the following traits of their workforce:

- Work ethic
- Behaviors
- Attitudes
- Commitment

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How Devine Inventory Team Analysis works

Devine Inventory Team Analysis presents group results side by side. A detailed report indicates the impact of individuals upon the group, and highlights both group and individual strengths and development needs. Data suggests which individuals enhance team performance or act as a barrier to success.

The Devine Inventory Team Analysis report also reveals problematic gaps, such as a team leader trying to complete tasks alone rather than delegating, a team leader who doesn't coach others well, or conflicting work styles causing tension within a team. Insights gained from Devine Inventory Team Analysis data can directly impact team development and productivity.



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