

LIZ WISEMAN'S

# MULTIPLIERS<sup>®</sup>

HOW THE BEST LEADERS IGNITE EVERYONE'S INTELLIGENCE

## What's holding your team back from better results?

Under pressure to deliver results in good times and bad, leaders face a variety of challenges:

- We can't hire, but we need to grow.
- We need everyone's best, but people are burned out.
- We're okay today, but we're not ready to compete tomorrow.
- We have the best talent, but they're not engaged.

In these circumstances, leaders can't afford to waste talent. They need people to innovate, to solve problems, to deliver results—and to be excited and engaged as they do so.

### Introducing Multipliers: How the Best Leaders Ignite Everyone's Intelligence

In her research, leadership expert Liz Wiseman made a crucial discovery: There's far more intelligence and energy inside organizations than we realize. Leaders are key to unlocking these capabilities. FranklinCovey has partnered with Liz Wiseman to develop a new solution that enables leaders to become Multipliers who:

- Access and use the untapped capabilities on their teams.
- Rekindle energy and enthusiasm as teams achieve stronger results.
- Innovate by encouraging new and bold thinking.
- Break through to new levels of performance by amplifying people's intelligence.

Multipliers deliver stronger results as people grow and teams excel.

#### CHALLENGE

#### SOLUTION

Leaders rely on their own intelligence and capabilities.

Leaders access and use the untapped capabilities of their teams.

Leaders create tense work environments, which inadvertently shut down people's contributions.

Leaders create space and encourage bold thinking and smart risk taking.

Leaders overstretch people by repeatedly asking them to do more with less.

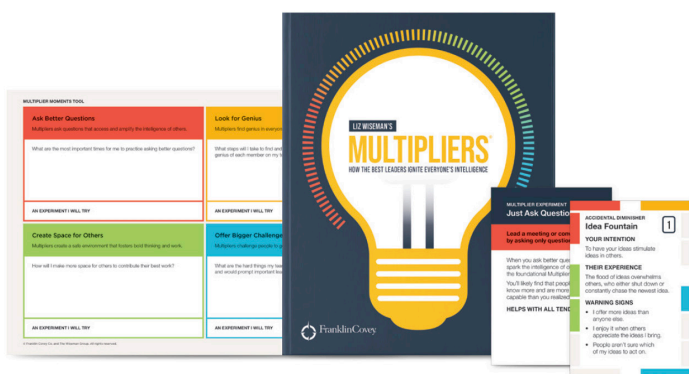
Leaders offer right-size challenges that build people's capabilities without burning them out.



# Deliver Results by Igniting Untapped Intelligence

Multipliers is available in multiple learning modalities (Live In-Person, Live-Online, On Demand). In all modalities, leaders who participate do real work and walk away with immediate actions to grow intelligence and engage people in addressing the organization's most important problems.

SECTION	OUTCOME / OBJECTIVE
<b>THE MULTIPLIERS EFFECT</b>	Leaders realize how they accidentally shut down intelligence and capabilities despite their best intentions. They identify realistic actions to turn diminishing tendencies into Multipliers Moments.
<b>ASK BETTER QUESTIONS</b>	Leaders ask questions that focus everyone on the right problems and opportunities. Progress accelerates and teams are quicker to find the best solutions.
<b>LOOK FOR GENIUS</b>	Leaders unlock people's natural aptitudes at work, resulting in rekindled energy and enthusiasm as teams achieve stronger results.
<b>CREATE SPACE FOR OTHERS</b>	Leaders moderate their own contributions so others can speak up, debate, learn from mistakes, and find more ways to innovate.
<b>OFFER BIGGER CHALLENGES</b>	Leaders offer team members the right-size stretched that help them grow and break through to new levels of results.



## PRODUCT INCLUDES

- Participant guide
- Multiplier Moments Tool
- Accidental Diminisher tendency cards
- Experiment cards

For more information about FranklinCovey's *Multipliers*, please contact PacRim Group at 0 2728 0200 or [info@pacrimgroup.com](mailto:info@pacrimgroup.com). You can also visit [www.pacrimgroup.com](http://www.pacrimgroup.com).

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