

## How Smart Clients have used OneSmartWorld® to get Great Results.

### PROFILE STRENGTHS

#### DEVELOP SMARTER MANAGERS – GOVT OF BC, COMPUTERSHARE

British Columbia's innovative *Leading the Way* program rated OneSmartWorld's 4D-i profiling and self-coaching system #1 after a comprehensive evaluation of the top 120 instruments in the world. Over 3500 managers have completed the 4D-i self assessment and used their results to build strengths based personal learning plans. Computershare uses the 4D-i for employee development programs.

### DEVELOP SKILLS

#### TRAIN TOP SALES TEAMS – GLOBE AND MAIL

The National Sales Team at the Globe and Mail newspaper selected OneSmartWorld's SmartSelling program to take their sales team to a new level of performance. Results were higher sales and better customer relationships.

### IMPROVE TEAM RESULTS

#### BUILD HIGH PERFORMANCE TEAMS – UNITRON HEARING

Facing challenges of fast growth and the rapid new product launches worldwide, the global marketing team built better solutions faster by using the OneSmartWorld 4D-i and common language to work as one, capitalizing on the diversity of their strengths.

#### BUILD NEW TEAMS – CANWEST MEDIAWORKS, SHELL

After a major reorganization, an SVP at CanWest and a senior manager at Shell brought their teams together to build better relationships and to work on how best to leverage team strengths in order to provide better solutions to their clients.

#### TAKING EXECUTIVE TEAMS TO THE NEXT LEVEL – ONTARIO SCIENCE CENTRE

The CEO and her executive team at the internationally renowned Ontario Science Centre used the OneSmartWorld system to improve their teamwork and to accelerate thinking through a 5-year strategic portfolio approach to major capital projects.

#### QUICK START FOR NEW EXECUTIVES – MICROSOFT

A new senior manager at Microsoft quickly built her team's understanding of her operating style and each other's operating styles and strengths. She brought in her national sales team and used the Smart Track problem solving system to develop solutions to critical business issues.

### ACCELERATE INNOVATION

#### ACCELERATE CUSTOMER INNOVATION – BMO

A new vice president at BMO used the 4D-i profile to identify team strengths and then tapped into the brainpower of his team to develop a four pronged strategy to generate increased sales by developing innovative approaches to customer business development.

#### SMARTEN UP THE BIG EVENT – CIBC

CIBC Commercial Banking profiled their top 350 people with the 4D-i prior to their annual conference. They engaged their people's intelligence, applying the OneSmartWorld system to improve their sales model applications.

#### ACCELERATE PROJECT MANAGEMENT RESULTS – DND

Canada's Department of National Defense integrated OneSmartWorld's easy to use Smart Track and Smart Meeting processes into their project management to accelerate the completion of 8 change management initiatives – all delivered on budget, on time.



# Building the Smarter Enterprise

## Leadership & Management Development

## Learning Solutions

## Team Solutions

## Innovation Solutions

**When To Use**

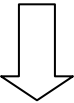
- Profile Strengths
- Coaching & Mentoring
- Develop Self-Awareness
- Develop Leaders
- Embed into Existing Programs

- Improve Individual Productivity & Performance
- Core Competency Development
- Build In-House Capability Through Certification

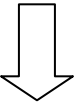
- Accelerate Team Development
- New Leader
- New Team
- Project Teams
- Critical Business Challenge
- Re-Energize Team
- Leverage Diversity
- Off-Site Meeting

- Tap Into Corporate Brainpower
- Change Management
- Annual Big Event
- New Product Development
- Cross-Functional Business Issues

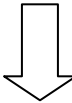
**Solutions**



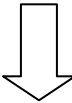
- 4D-i Profile
- Smart for Life Program



- Smart for Life Program
- Smarter Meetings
- Smart Problem Solving
- Smart Communication
- Train the Trainer



- Smart Teams Workshop
- Rapid Innovation Program for Intact Teams



- Rapid Innovation Program
- Smart Conference