

LIZ WISEMAN'S

# MULTIPLIERS

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 OK 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 which 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.

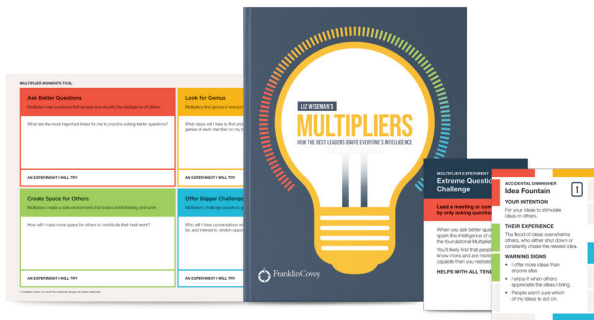
Multipliers deliver stronger results as people grow and teams excel.

CHALLENGE	SOLUTION
Leaders rely on their own intelligence and capabilities.	Leaders access and use the untapped capabilities on 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 over-stretch 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, 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 MULTIPLIER EFFECT</b>	Leaders realize how they inadvertently shut down intelligence and capability despite their best intentions. They identify practical actions to reduce the impact of their Accidental Diminisher tendencies on others.
<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 bold ways to innovate.
<b>OFFER BIGGER CHALLENGES</b>	Leaders offer team members the right-size stretches 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
- Facilitator Kit and Virtual Certification tools
- For All Access Pass® clients, a 6-week Jhana performance support series



The FranklinCovey All Access Pass allows you to expand your reach, achieve your business objectives, and sustainably impact performance. It provides access to a vast library of FranklinCovey content, including assessments, training courses, tools, and resources available live, live-online, and On Demand. For more information, contact your FranklinCovey client partner or call 888-868-1776.