

# Team Analysis



Teams are like high-performance engines. They all have the potential to perform at high levels but not all do. There are always reasons when they don't, but those reasons are not always obvious. It requires a skilled team leader to diagnose what it takes for his or her team to achieve the kind of performance the company expects.

Communicate to Connect has developed a unique color coded system for accurately analyzing the performance of every person on a team and determining the motivators that will move each person to achieve the greatest level of success.

The Team Analysis Grid ensures a fair, balanced and comprehensive assessment of each person's status, strengths and level of performance. It reveals not only the level at which team members are currently performing, but whether they are in the right place to begin with. People are wired differently and it is critical to a team's success for each person to do the type of work he or she is best suited for.

The Team Analysis Grid also leads managers to spell out specific action steps they can take to motivate team members to improve performance and live up to their potential. One of the greatest management misunderstandings is that every person is motivated equally by the same kinds of things. Nothing can be farther from the truth. Different things motivate different people. Discovering what motivates each person on a team is one of the greatest factors in boosting team performance.

Team Analysis is hands-on training. Using real team members as concrete examples, managers learn how to analyze team members and plan strategies for boosting their team's performance. Team Analysis is one day of training that will give your managers access to tools currently in use by some of the largest and most successful corporations in the world.

## Team Analysis Takeaways

- Know how your team members are wired and how they think
- Analyze what your team members do well and what they need to improve
- Know what types of motivators work best for each team member
- Develop a strategic plan for leading team members to reach expected levels of performance

Communicate to Connect is a solutions-oriented provider of coaching and training for executives and staff in the financial industry. Steve Craver is the founder and President. Steve Williams is the Creative Director.



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