



YOUR Assessment Program Guide

Benefits of QOI Training Programs

Quality

- **Individual Mentoring Provided By Qualified Trainers**
- **Applications Based on Evidence Based Best Practices**
- **Courses Count Towards Our Certificate Programs in Coaching**
- **Supplementary Learning Support through Chat Rooms, Bulletin Boards, Instructor Communication, and webinars**
- **Courses include an abundance of publications, manuals, and materials to support the learning experience – shipped to you!**

Speed

- **Competency Based Accelerated Learning**
- **24/7 Access to Learning Materials for 6 months**

Cost

- **Reduced or Eliminated Training Travel Costs**
- **Most programs can be completed exclusively online, with advanced workshops available on demand**

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YOUR Assessment Program Guide

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*Note: Prices listed are subject to change. The tool prices are correct as of December 1, 2010.
All prices are at the discretion of each tool publisher and are adjusted according to the publisher's direction.*

Qualifying and Certifying Fees reflect 2010 Prices.

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Summary of Assessment Applications

Tool	Leadership	Teams	Coaching	Performance	Personal Development	Conflict	Selection/Retention	Career	Change	Culture
BTI®										
CDP®										
FIRO-B®										
MBTI®										
Strong®										
BarOn EQ-i®										
EQ 360™										
Golden®										
VOICES®										
CPI 260®										
TAIS®										
Choice Points										

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Breckenridge Type Indicator® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Personality assessment that identifies nine personality types of the Breckenridge Enneagram.	Facilitates personal insight into growth areas and key strengths for the individual. Tool integrates work of Naranjo and Maslow's needs hierarchy.	<ul style="list-style-type: none"> •High Test-retest •High Internal consistency 	<ul style="list-style-type: none"> •Demonstrated solid discriminant validity across scales 	140	12	20 minutes	Completion of Qualifying.org certification program

	Report	Description	QOI Administration & Report Price	Phone Interpretation Price with Qualifying.org (optional, includes Report)
Reporting Services	BTI Basic Report	Provides detail on dominant personality types and somatic instincts.	\$16.95	\$175
	BTI Full Report	Provides extensive detail regarding the nine types and three somatic instincts.	Check Publisher's List	\$225

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Breckenridge Type Indicator® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Qualifying Program	Breckenridge Type Indicator	e-Learning course covering uses in coaching, leadership, and team building coupled with a 1-day workshop delivered via a webinar.	Bachelor's degree Completion of TMI course requirements	Online & 2 – day Onsite Workshop Instructor Support	Online modules, learning aids, all publications of standard plus additional resources.	\$1795* includes TMI tuition	30

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Conflict Dynamics Profile® (CDP) Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Multirater assessment provides constructive conflict management strategies.	Identifies conflict dynamics profile, constructive and destructive behaviors, and “hot buttons”	<ul style="list-style-type: none"> •High internal consistency •High and test-retest consistency 	<ul style="list-style-type: none"> •Factor analytic •Criterion, concurrent validity 	78	15 scales	25 minutes	<ol style="list-style-type: none"> 1. Bachelor's Degree AND 2. Organizational experience in training, human resources, organizational development or conflict management AND 3. Previous involvement with assessment instruments AND 4. Complete Qualifying.org Program

	Report	Description	QOI Administration & Report Price	Phone Interpretation with Qualifying.org Price (optional, includes Report)
Reporting Services	Feedback Report	Provides scale profile scores, discrepancy profile, a dynamic conflict sequence, organizational perspective on conflict, your hot buttons profile, and developmental feedback/worksheets.	\$50	\$200

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Conflict Dynamics Profile® (CDP) Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Qualifying Programs	CDP Standard Qualification Program	e-Learning course including CDP specific competency material.	<ul style="list-style-type: none"> •Bachelor's degree •Experience Requirements 	<ul style="list-style-type: none"> •Online •Instructor Support •Onsite available by request only 	Online modules, learning aids, and publications	\$450	20
Professional Development	CDP Masterclass Program (qualifies you and accelerates application)	2-day workshop covering uses in coaching, team building, and leadership. Includes all components of standard program.	<ul style="list-style-type: none"> •Bachelor's degree •Experience Requirements 	<ul style="list-style-type: none"> •Online & 2 – day Onsite Workshop •Instructor Support 	Online modules, learning aids, all publications of standard plus additional resources.	By Contract Only	70

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FIRO-B® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Identify interpersonal qualities and dynamics of wanted vs. expressed behaviors. Produces scores on 6 dimensions.	Reveals how preferences for social patterns affect behavior patterns related to interacting with others, directing conversation and getting involved in supportive behaviors.	<ul style="list-style-type: none"> •Excellent reproducibility coefficient •Excellent Test-retest consistency 	<ul style="list-style-type: none"> •Criterion studies •50 years of research based on national random sample 	54	6 scales	15 minutes	<p>Eligibility: Someone may be educationally eligible and/ or certified:</p> <p><i>Educationally Eligible:</i> Individual has a Masters Degree or a PhD in psychology or a related field; and/ or holds state licensure or national or state certification in certain fields.</p> <p><i>Certification:</i> Someone is “certified” who has successfully passed a CPP-licensed certification workshop on a specific assessment.</p>

	Report	Description	Report Price	Phone Interpretation with Qualifying.org Price (optional, includes Report)
Reporting Services	FIRO-B Profile Report	Provides a basic profile of FIRO-B scores, including expressed and wanted aspects of inclusion, control, and affection.	\$25	\$175
	Leadership Report with the MBTI	Based on responses to both the FIRO-B and MBTI. Information provides increased understanding of behavior that aids in leadership development.	\$55	\$225
	Interpretive Report	Provides detailed profile of FIRO-B scores, including expressed and wanted aspects of inclusion, control, and affection.	\$32	\$200

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FIRO-B® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Professional Development	FIRO-B Masterclass Program (Online with Mentoring)	Online and mentoring covering uses in coaching, leadership, and team building. Includes all components of competency-focused e-Learning program.	Already meets CPP eligibility requirements	<ul style="list-style-type: none"> •Online & Mentoring •Instructor Support 	Online modules, learning aids, all publications of standard plus additional resources.	\$800	
	FIRO-B Specific Competency-Focused Advanced e-Learning program	e-Learning course for learners not seeking qualification. Enhances understanding and application of tool.	Already meets CPP eligibility requirements	<ul style="list-style-type: none"> •Online •Instructor Support 	Online modules and learning aids	\$450	20

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MBTI® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Identify preferences of information and decision making. Produces a four letter code (e.g.: ESTJ, INFP, etc).	#1 personality assessment tool in the world: self awareness of personality, behavioral preferences, and valuing differences. Multiple languages.	<ul style="list-style-type: none"> •Excellent Internal consistency •Excellent Test-retest consistency 	<ul style="list-style-type: none"> •Item Response Analysis •Factor Analysis •9000+ studies •60 years of research 	144	16 types 20 facets	30 minutes	<p>Eligibility: Someone may be educationally eligible and/ or certified:</p> <p><i>Educationally Eligible:</i> Individual has a Masters Degree or a PhD in psychology or a related field; and/ or holds state licensure or national or state certification in certain fields.</p> <p><i>Certification:</i> Someone is “certified” who has successfully passed a CPP-licensed certification workshop on a specific assessment.</p>

	Report	Description	QOI Administration & Report Price	Phone Interpretation Price with Qualifying.org (optional, includes Report)
Reporting Services	MBTI Step I:	Four-letter Profile Report: Form M	\$19.50	\$150
	MBTI Step I:	Interpretive Report	\$25.00	\$150
	MBTI Step II:	*Four-letter Profile Report with 20 facets	\$37.00	\$175
	MBTI Step II:	Interpretive Report	\$45.00	\$175

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MBTI® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Professional Development	MBTI Assessment Masterclass (Online with Mentoring)	Online with mentoring covering uses in coaching, leadership, and team building. Includes all components of standard program.	Already meets CPP eligibility requirements	Online & Mentoring Conversation Instructor Support	Online modules, learning aids, all publications of standard plus additional resources.	\$800	
	MBTI Specific Competency-Focused Advanced e-Learning program	e-Learning course for those already qualified to purchase/use MBTI. Enhances understanding and application of tool.	Already meets CPP eligibility requirements	Online Instructor Support	Online modules and learning aids	\$450	20

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Strong Interest Inventory® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Career planning, basic work style and interest inventory. Encompasses 6 key occupational groupings and 122 careers.	Newly updated in 2004. Premier career management and interest assessment tool.	<ul style="list-style-type: none"> •Excellent internal consistency •Excellent Test-retest consistency 	<ul style="list-style-type: none"> •Solid criterion validity •Solid concurrent validity •75 years of research, updated in 2004 	291	6 + 30 + 244 + 5 scales	35 minutes	<p>Eligibility: Someone may be educationally eligible and/ or certified:</p> <p><i>Educationally Eligible:</i> Individual has a Masters Degree or a PhD in psychology or a related field; and/ or holds state licensure or national or state certification in certain fields.</p> <p><i>Certification:</i> Someone is “certified” who has successfully passed a CPP-licensed certification workshop on a specific assessment.</p>

	Report	Description	QOI Administration & Report Price	Phone Interpretation with Qualifying.org Price (optional, includes Report)
Reporting Services	Profile Report	Reports linkages between interests and preferences to specific jobs, occupations, and work settings.	\$15	\$175
	Interpretive Report	Provides expanded definitions of the general occupational themes and additional fields and leisure activities.	\$25	\$200

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Strong Interest Inventory® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Professional Development	Strong Masterclass Program (Online with Mentoring)	Online and mentoring conversation covering uses in coaching, career planning, and leadership. Includes all components of standard program.	Already meets CPP eligibility requirements	<ul style="list-style-type: none"> •Online & Mentoring conversation •Instructor Support 	Online modules, learning aids, all publications of competency-focused e-learning plus additional resources.	\$800	70
	Strong Specific Competency-Focused Advanced e-Learning program	e-Learning course for learners not seeking qualification. Enhances understanding and application of tool.	Already meets CPP eligibility requirements	<ul style="list-style-type: none"> •Online •Instructor Support 	Online modules and learning aids	\$450	20

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BarOn EQ-i® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	'People Skills' identified – measures 15 aspects of social and emotional functioning.	First fully validated and globally normed measure of 15 factors of EQ; intrapersonal, interpersonal, adaptability, stress management, and general mood.	<ul style="list-style-type: none"> •Excellent internal consistency •Excellent Test-retest consistency 	<ul style="list-style-type: none"> •Factor Analytic criterion •Solid predictive validity 	88	15	30 minutes	1. Take Qualifying.org TMI course (online course on Tests, Measurements, and Interpretation) and qualifying program. OR 2. Possess a Bachelor's degree and completion of a 2 courses in the interpretation of psychological assessments and measurement

	Report	Description	QOI Administration & Report Price	Phone Interpretation Price with Qualifying.org (optional, includes Report)
Reporting Services	Individual Summary	Provides overall EQ score, along with individual facet scores, and validity profiles.	\$58	\$175
	Development Report	Provides information included in individual summary plus more explanation of the implications of each score, strengths and weaknesses, and developmental suggestions.	\$75	\$200
	Resource Report	Provides scores using visuals (numerical scores removed) that facilitate development and coaching.	\$75	\$200
	Leadership Report	Utilized to identify and cultivate leadership within the organization.	\$170	\$275
	Group Summary Report	Provides EQ-I results for groups of individuals, often to gauge team performance.	\$120	\$250

****Included with Qualifying.org program***

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BarOn EQ-i® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Qualifying Training Options	Tests, Measurements, and Interpretation (TMI) Course* *Required for all CPP programs unless previous coursework meets CPP requirement	e-Learning Course required (along with Bachelor's degree) to complete certification/qualification for MBTI	•Bachelor's degree	•Online •Instructor Support	Online modules and learning aids	Included with Standard and Masterclass	30
	BarOn EQ-i Standard Qualification Program	e-Learning course including BarOn EQ-I specific competency material and TMI course	•Bachelor's degree •Completion of TMI course requirements	•Online •Instructor Support •Onsite available by request only	Online modules, learning aids, and publications	\$1725* includes TMI tuition	20
Professional Development	BarOn EQ-I and EQ-360 Masterclass	2-day workshop covering uses in coaching, leadership, and team building. Includes all components of standard program.	•Bachelor's degree •Completion of •TMI course requirements	•Online & 2 – day Onsite Workshop •Instructor Support	Online modules, learning aids, all publications of standard plus additional resources.	\$1925* includes TMI tuition	70
	Bar On EQ-I Specific Competency-Focused Advanced e-Learning program	e-Learning course enhances understanding and application of tool.	•Exam for CEU credit only	•Online •Instructor Support	Online modules and learning aids	\$450	20

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EQ 360® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Emotional Intelligence multi-rater of perceptions of demonstrated EQ behaviors	Multi-rater based on BarOn's EQ-I; can be used as a coaching tool to assess effectiveness.	•Excellent internal consistency	•Excellent concurrent validity	88	15	30 minutes	1. Take Qualifying.org TMI course (online course on Tests, Measurements, and Interpretation) and qualifying program. OR 2. Possess a Bachelor's degree and completion of a 2 courses in the interpretation of psychological assessments and measurement

	Report	Description	QOI Administration & Report Price	Phone Interpretation Price with Qualifying.org (optional, includes Report)
Reporting Services	Multi-rater Feedback Report	Provides scores and descriptions based on input from all selected raters for EQ scales.	\$250	\$350

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EQ 360® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Professional Development	BarOn EQ-I and EQ-360 Masterclass	2-day workshop covering uses in coaching, leadership, and team building. Includes all components of standard BarOn EQ-i program.	<ul style="list-style-type: none"> •Bachelor's degree •Completion of TMI course requirements 	<ul style="list-style-type: none"> •Online & 2 – day Onsite Workshop •Instructor Support 	Online modules, learning aids, all publications of standard plus additional resources.	\$1925* includes TMI tuition	10

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Golden® Instrument and Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification Requirements
Instrument Specifics	Personality assessment used for developmental purposes.	Takes understanding of type to another level by combining five-factor model and type theories. Identifies behaviors rather than preferences using likert scale items.	<ul style="list-style-type: none"> •Excellent Internal consistency •Excellent Test-retest 	<ul style="list-style-type: none"> •Solid Convergent/Divergent validity •Confirmatory Factor Analysis 	125	5 global scales 18 facet scales	30 minutes	1 of the following: <ol style="list-style-type: none"> 1. Bachelor's degree + test/measurements course OR 2. Valid license in human services OR completion of Golden LLC approved certification program such as Qualifying.org OR 3. 4-years in human services + test/measurements course OR 4. Graduate level degree

	Report	Description	QOI Administration & Report Price	Phone Interpretation Price (optional)
Reporting Services	GPTP Interpretive Report	Provides summary of scores on global scales and facet scales. Provides summary of strengths and growth opportunities.	\$35	\$175

**Included with Qualifying.org programs*

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Golden® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Qualifying Training Options	Golden Personality Type Profiler Bridge Program	e-Learning course that provides a bridge from other personality type tools for users already qualified to use other personality type tools	N/A	<ul style="list-style-type: none"> •Online •Instructor Support •Onsite available by request only 	Online modules, learning aids, and publications	\$50	20
	Golden Personality Type Profiler Standard Program	e-Learning course that qualifies users in the Golden through combo of online modules and mentoring conversations with instructor	N/A	<ul style="list-style-type: none"> •Online •Instructor Support •Onsite available by request only 	Online modules, learning aids, and publications	\$550	20
Professional Development	Golden Personality Type Profiler Masterclass	2-day workshop covering uses in coaching, leadership, and team building. Includes all components of standard program.	N/A	<ul style="list-style-type: none"> •Online & 2 – day Onsite Workshop •Instructor Support 	Online modules, learning aids, all publications of standard plus additional resources.	\$1095	70

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VOICES® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Multi-rater exploring 67 competencies and 19 derailers that most impact job performance and promotion.	Research based instrument; world's premier leadership development tool; 360 component of Lominger's Architect Suite; multiple languages	<ul style="list-style-type: none"> •Excellent internal consistency •Excellent Test-retest 	<ul style="list-style-type: none"> •20 years of research on underlying constructs •Predictive criterion validity 	86	8 clusters	30 minutes	1. Take Qualifying.org certification program

	Report	Description	QOI Administration & Report Price	Phone Interpretation with Qualifying.org Price (optional, includes Report)
Reporting Services	Learner Report	Provides detailed feedback on competencies including skill ratings, narrative report, blind spots, hidden strengths, importance ratings, group summary on skill ratings and importance ratings, EQ report, comments by raters, the skill importance matrix, staller/stopper ratings, harmfulness ratings, and other graphical displays of the data.	\$345	\$745

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VOICES® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Qualifying Programs	VOICES and Leadership Architect 101 Certification Program	A blended learning experience combining online components and a 2-day workshop covering use of VOICES in leadership development.	N/A	<ul style="list-style-type: none"> •Online and Onsite Workshop •Instructor Support 	Online modules, learning aids, and publications	\$2195* includes TMI tuition	70

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CPI 260® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Identify performance on 27 scales and three style dimensions, scores are based on normative samples.	The ideal leadership coaching tool; Identifies preferences, attitudes and behaviors in key dimensions of leadership and management.	<ul style="list-style-type: none"> •Excellent internal consistency •Excellent test-retest consistency 	<ul style="list-style-type: none"> •Factor analytic criterion, •Based on 50 years of CCL leadership research 	260	27 scales	30 minutes	<p>Eligibility: Someone may be educationally eligible and/ or certified:</p> <p><i>Educationally Eligible:</i> Individual has a Masters Degree or a PhD in psychology or a related field; and/ or holds state licensure or national or state certification in certain fields.</p> <p><i>Certification:</i> Someone is “certified” who has successfully passed a CPP-licensed certification workshop on a specific assessment.</p>

	Report	Description	QOI Administration & Report Price	Phone Interpretation with Qualifying.org Price (optional, includes Report)
Reporting Services	Client feedback report covering normative scores	Provides results on 27 scales in the five areas of dealing with others, self-management, motivations and thinking style, personal characteristics, and work-related measures.	\$35	\$200
	Coaching Report for Leaders	Identifies areas for development and strengths. Compares results to norm data of 1000s of managers and executives and suggests action plan steps.	\$48	\$225

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CPI 260® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Professional Development	CPI 260 Masterclass Program (Online with Mentoring)	Online and mentoring conversation covering uses in coaching, team building, and leadership. Includes all components of standard program.	Already meets CPP eligibility requirements	<ul style="list-style-type: none"> •Online & Mentoring Conversation •Instructor Support 	Online modules, learning aids, all publications of standard plus additional resources.	\$800	70
	CPI 260 Specific Competency-Focused Advanced e-Learning program	e-Learning course for learners not seeking qualification. Enhances understanding and application of tool.	Already meets CPP eligibility requirements	<ul style="list-style-type: none"> •Online •Instructor Support 	Online modules and learning aids	\$450	20

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TAIS® Instrument Services Summary

	Description	Benefits	Reliability	Validity	# Items	Scales	Time	Qualification/Certification Requirements
Instrument Specifics	Measurement of attention and distraction patterns, related to a person's information processing and personal and interpersonal responses to challenges.	Reveals attention patterns that predict performance under stress to raise level and/or consistency of performance; assesses 20 different concentration skills and personality characteristics.	<ul style="list-style-type: none"> •Excellent internal consistency •Excellent test-retest consistency 	<ul style="list-style-type: none"> •30 years of research •Strong predictive validity •Strong concurrent validity 	148	18 Scales	20 minutes	Completion of Qualifying.org TMI course AND qualifying program
	Report	Description	QOI Administration & Report Price		Phone Interpretation with Qualifying.org Price (optional, includes Report)			
Reporting Services	Standard Report	Options include business teambuilding report, sales report, management development report, business leader report, and two-person interaction report.	\$128		\$225.00			

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TAIS® Instrument Services Summary

	Program	Description	Requirements	Components	Materials	Cost	CEU's
Qualifying Training Options	Tests, Measurements, and Interpretation (TMI) Course*	e-Learning Course required (along with Bachelor's degree) to complete certification/qualification for FIRO-B	•Bachelor's degree	•Online •Instructor Support	Online modules and learning aids	Included with Standard and Masterclass	30
	TAIS Standard Qualification Program	e-Learning course including TAIS specific competency material and TMI course	•Bachelor's degree •Completion of TMI course requirements	•Online •Instructor Support •Onsite available by request only	Online modules, learning aids, and publications	\$1725* includes TMI tuition	20
Professional Development	TAIS Masterclass Program (qualifies you and accelerates application)	2-day workshop covering uses in coaching, team building, and leadership. Includes all components of standard program.	•Bachelor's degree •Completion of TMI course requirements	•Online & 2 – day Onsite Workshop •Instructor Support	Online modules, learning aids, all publications of standard plus additional resources.	\$1925* includes TMI tuition	70
	TAIS Specific Competency-Focused Advanced e-Learning program	e-Learning course for learners not seeking qualification. Enhances understanding and application of tool.	•Exam for CEU credit only	•Online •Instructor Support	Online modules and learning aids	\$450	20

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