



# IMPROVE CHANGE EFFECTIVENESS

**Change Style Indicator**® is an assessment instrument designed to measure an individual's preferred style in approaching change and in addressing situations involving change. Three primary styles exist on a continuum:

**Conservator - Pragmatist - Originator**

*“The Change Style Indicator has been a valuable part of my consulting tool kit for years. It is my instrument of choice when working with groups struggling with change. It offers excellent insight into how one's preference for change impacts their approach to change and also how that preference is perceived by others with different preferences. The CSI is a well researched, easy to use assessment that is always well received by participants.”*

Keith Caver

North America Practice Leader  
Towers Watson

see back 

# The Assessment Tool

The self-scoring assessment instrument uses 20 items to establish a ranking of how the respondent prefers to address and work with change. The instrument addresses both initiated and imposed change and places the respondent on a 132-point continuum between Conserver and Originator with Pragmatist in between.

## With Change Style Indicator®, leaders will:

- ▶ Learn about three unique styles for dealing with change
- ▶ Discover their personal position on this continuum of change style preferences
- ▶ Learn how a preferred style affects how others perceive an individual and how a style influences the perception of others
- ▶ Explore the advantages and strengths that each style offers in a team effort
- ▶ Improve interpersonal communication and understanding
- ▶ Avoid conflicts and reduce unproductive meeting time
- ▶ Realize the value of all perspectives when resolving issues
- ▶ Enable the group's creativity, collaboration and innovation
- ▶ Increase collaboration and cooperation

## The Three Styles

### Conservers

- ▶ Accept structure
- ▶ Prefer retaining existing systems and paradigms
- ▶ Prefer gradual change
- ▶ May appear cautious and inflexible but do ask the hard, detailed questions

### Pragmatists

- ▶ Explore structure
- ▶ Operate as mediators and catalysts
- ▶ Prefer change that best serves the function
- ▶ May appear reasonable, practical and flexible but also noncommittal

### Originators

- ▶ Challenge the structure
- ▶ Enjoy risk and uncertainty
- ▶ Prefer quicker, more expansive and radical change
- ▶ May appear disorganized and undisciplined but are original thinkers

## Materials

### Instrument

Poses 20 assessment items for evaluating preferences. Online and handscored versions are available.

### Report

- ▶ Describes the three Change Styles in detail
- ▶ Includes sections regarding the implications of Change Style preferences on leadership
- ▶ Discusses how these preferences affect one's perceptions of the other styles
- ▶ Highlights the role of different change styles in creativity and collaboration
- ▶ Addresses how to increase flexibility and avoid traps

### Certification Provides:

- ▶ Downloadable Facilitator Guide
- ▶ Downloadable PowerPoints
- ▶ eLearning module
- ▶ One hour coaching with Master Trainer
- ▶ Access to the MHS Talent Assessment Portal
- ▶ Certification is combined with Change Navigator

### Change Style Indicator® works well with:

Change Navigator®  
Paper Planes, Inc.®

CHANGE STYLE INDICATOR PRICING		TOKEN=\$1.00
ONLINE		
CSI001	Change Style Indicator Individual Report	22 Tokens
CSI002	Change Style Indicator Group Report	125 Tokens
HANDSCORED		
CSI003	Change Style Indicator Handscored booklet (10/pkg)	\$220.00

B-level