

## The FIRO-B® Assessment

### PRODUCT BENEFITS

- + Helps individuals understand their behavior and the behavior of others
- + Measures interpersonal needs in three areas— inclusion, control and affection
- + Identifies options for increasing job satisfaction and productivity
- + Is effective in one-on-one coaching, team-building and leadership development applications
- + Works as a stand-alone tool or can be combined with other tools, such as the MBTI® instrument, to provide a comprehensive view of personal style for use in individual and group development

### PRODUCT FEATURES

- + Includes just 54 items, so it's easy to administer and understand
- + Is available online through **CareerID.com**, Psychometrics Canada's online assessment delivery system, and in self-scorable, pencil-and-paper format
- + MBTI certified practitioners are automatically qualified to use the FIRO-B® instrument
- + Explores leadership style through the Leadership Report using FIRO-B and MBTI
- + Helps increase understanding of interpersonal effectiveness in the workplace with the FIRO-B Interpretive Report for Organizations



## Maximize Your Interpersonal Effectiveness with the FIRO-B® Assessment

Do your teams work together well? Are your managers ready to become tomorrow's leaders? *Use the Fundamental Interpersonal Relations Orientation-Behavior™ (FIRO-B®)* assessment to cultivate highly effective teams by helping team members discover how their needs for participation, influence and closeness form their team's success. For more than 40 years, this powerful tool has helped people around the world better understand their behavior and the impact it has on other individuals and in team settings.

Easy to administer with just 54 items, the FIRO-B assessment is ideal for one-on-one coaching, team-building initiatives, communication workshops and leadership development programs. With it, you can quickly gather critical insights that will help leaders, managers and individuals in your organization understand their natural style and the impact it has on the way they communicate and the way others perceive them. The FIRO-B tool also taps into key areas such as problem solving, decision making and interpersonal relations.

# The FIRO-B® Assessment

## BEST SELLERS



- *FIRO-B® Profile*
- *Leadership Report Using FIRO-B and MBTI®*
- *FIRO-B Interpretive Report for Organizations*



*FIRO-B Self-Scorable booklet and answer sheets*  
**#2216**



*Understanding Your FIRO-B Results*  
**#2203**



*Participating in Teams*  
**#2221**



*Introduction to the FIRO-B Instrument*  
**#2209**



*Introduction to the FIRO-B Instrument in Organizations*  
**#2220**



*FIRO-B Technical Guide*  
**#2225**



## Building Better Organizations Through People

Psychometrics Canada has been providing assessment tools and consulting services for the development and selection of people in business, government and education for over 35 years. Our expertise is in the application of business psychology in personal and leadership development, team building, conflict resolution, employee selection, career guidance and skills assessments.

Our client list of more than 5,000 organizations includes 84 of the top 100 companies in Canada. These clients use our assessment products and services to identify the strengths and potential of people – better enabling individuals to work together, complete projects, plan careers and lead others.

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