



The Bot Can't Be the Boss

Employees need human leaders and understanding.

Artificial intelligence continues to dominate the headlines. I started using a form of it years ago to edit and improve written communications. I continue to experiment with several providers, asking them to research specific employment markets and economic trends impacting employment.

AI is much like having a very speedy intern. The research is valuable, but knowledge and experience are required to discern the results. It is about 80% right when it addresses the question's intent. And like different interns, the reports are far from identical. Sometimes, they are in conflict.

The best AI provides footnotes and sources. It is in evaluating the sources that the real story emerges. Human experience allows us to see a bigger picture of people and the world that AI (and the intern) have yet to associate.

Great communication relies on more than facts and opinions on the internet and in the media. A recent [survey](#) conducted by Wiley Workplace Intelligence demonstrates that employees prioritize communication, leadership, and adaptability. There is still a strong desire for face-to-face communication when providing feedback or dealing with conflict.

AI isn't there yet, and I don't believe humans will ever accept a bot as a leader. It is not human.

Our [Everything DiSC®](#) assessment helps leaders and associates understand each other in ways that AI can't see. Understanding the humans you work with is a powerful way to keep the human touch so you can build a cohesive work culture. AI is a good intern, but it will not replace relationships.

Welcome

Reimagine your world with DiSC®

Get Started



One Assessment Thirteen Reporting Options

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Smarter.
Engage Fully.™



Build and Keep a Collaborative Culture

"One-and-done doesn't work. Build the foundation for an ongoing learning journey at a low cost."



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Brochure**

Organizational culture faces unpredictable and constantly evolving challenges. You know your organization needs to actively shape a culture that supports morale, recovery, and continued success. It might seem impossible to know where or how to begin— we can help.

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Don't Let Remote Work Curb Sales Development

During this time, one of the most critical questions any President or CEO must face is: “How can I build and maintain a productive sales program?” My friend and associate, Troy “The Sales Navigator” Harrison, offers an answer through his Smooth Sailing Coaching Programs. No professional athlete has ever achieved greatness without collaboration with an equally skilled and passionate coach. In the same way, for long-term sales force development success, coaching can be essential to achieving your goals. Troy can help you focus and direct your efforts, streamlining product knowledge, creating fruitful lead generation, and putting the right processes and people in place. Troy’s programs include individual, autonomous activities, like my Sales Force Audit, or my Salary Calculator, and their

Schedule
a complimentary,
no-obligation
Sales
Strategy
Review
Session

success is built on the group and one-on-one skills coaching. These programs have produced dramatic growth for companies all over the USA – and whether you are located in his hometown of Kansas City, or from coast to coast, he can help you.