



**yüMlvü™**

## THE POWER OF PEOPLE CHEMISTRY

yüMlvü is a whole new share-and-compare approach to personality assessments.

- It's about yü (you)
- It's about MI (me)
- It's about us ... our vü (view)

## BETTER MEETINGS MODULE ACHIEVING BUY-IN

- Decisions lacking group buy-in are fragile and often require costly follow-up. yüMlvü Better Meetings elevates the commitment to group decisions by matching people chemistry to the decision process.
- Comfort with decision-making methods is key to buy-in. Each individual participating in a decision will find their comfort level differently.
- yüMlvü examines four (4) intrinsic factors:
  - How strongly the group will need consensus,
  - How important processing and introspection time will be,
  - How much cadence and structure will be needed, and
  - How essential data and logic will be.yüMlvü then delivers recommendations for buy-in based on these influences.

“Human engagement and team success often flow or fail based on compatibility, not capability.”

### yüMlvü Adds People Chemistry To Find Buy-in For Actions and Decisions

Failure to achieve buy-in for a decision can lead to a lack of support and the need for follow-up meetings.

Lack of buy-in can be rooted in philosophical differences but often is simply the result of an approach used within a meeting that fails to meet the needs of the decision makers. Each decision maker is “wired” differently, and decisions need to process uniquely for many.

yüMlvü identifies these “buy-in requirements,” giving the meeting leader the awareness and resources needed to structure the meeting accordingly.

**The People Chemistry Platform™**  
Start a free trial today at [www.yumivu.com](http://www.yumivu.com)

## yüMlvü Decision Buy-in Awareness Considers Individual Needs

- Consensus is often misinterpreted as buy-in. Buy-in, however, is heavily dependent on operating in harmony with much deeper intrinsic requirements.
- How we are “wired” strongly influences how we attain buy-in and comfort for a decision.
- yüMlvü examines the profiles of meeting participants to identify the optimal actions and approaches for a well-planned meeting.



Agenda Creator

Pre-Meeting Sharing

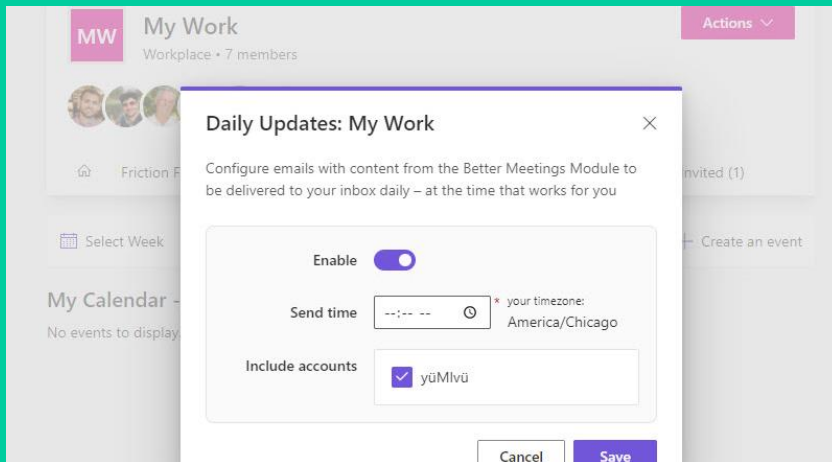
Running the Meeting

Achieving Buy-In

- To improve the chances of decision buy in, some attendees need extra time for consideration within the meeting.
- Recognize that some may need more time to buy into a decision so plan for subsequent meetings, when necessary.
- Use small groups to give them the opportunity to contribute during the meeting.
- Solicit further contributions from them post meeting.
- Include logic and numbers in your agenda and use them as you lead the meeting to foster decision-making buy in for the largest segment of attendees.
- Use bullet point in outlines and a rich supply of data and other facts.

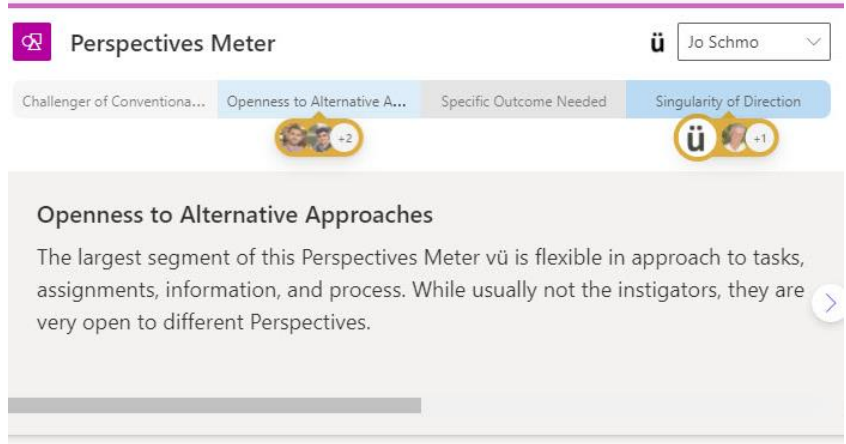
## yüMlvü Guidance Builds Comfort With Decision Processes

- Buy-in isn't always about consensus or agreement as much as the comfort with how a decision is processed.
- In some cases, elapsed time such as a pause within a meeting will be needed.
- The path to buy-in does not affect the quality of the decision as much as the likelihood of the decision having the intended impact.



## Compromise May Be Needed When Building the Path to Buy-in

- When multiple pathways to buy-in collide, yüMlvü recommends a prioritization.
- An individual, for example, may achieve buy-in based on the process used even when not agreeing with the decision, but this creates a collision for those requiring consensus.
- yüMlvü makes the meeting leader aware of the required paths to buy-in, enabling the leader to quickly address each need to achieve the decision buy-in needed for success.



## Experience yüMlvü for Free Today

Decision Buy-in is only one of many powerful “People Chemistry” resources in the yüMlvü platform. Plus, yüMlvü is forever FREE at the People Chemistry level and FREE TO TRY for 60 days at the Basic and Pro levels when you use the code:

**Free4Me**

# 5 Questions to Consider Regarding yüMlvü Fit

	How Close Do These Questions Hit Home?	Y/N Match	% Relevant	Impact L/M/S
1	Do you ever end meetings thinking everyone is on board only later to learn that buy-in is missing on multiple fronts?			
2	Do you know how others in your decision-making group will need to “process-to-a-decision” before they can have buy-in?			
3	Do you always follow a consistent process when working to a decision? Does it follow a specific cadence throughout?			
4	What role does data analysis play in the decision process at your organization? Is it used each time?			
5	Is consensus important in all decisions? Are decisions made in one meeting? Is time for processing or a second meeting common?			

## Metrics That Matter



**While data is desired by most, only 5% will require it for buy-in**

**16%**

Will seek consensus before giving full buy-in

**29**

Percentage of attendees who will need structure and cadence for buy-in



### What is the full impact opportunity for your company?

In 11 quick questions, the yüMlvü total opportunity impact calculator will help you assess how adding each yüMlvü module could impact your company’s financial performance.

[Click Here to Complete a yüMlvü Economic Opportunity Assessment](#)