

Influential U helps teams work.

We are a professional development, team training and consulting organization. Our innovative, client-focused frameworks, content, and tools enhance staff performance and organically create attitudes of self-value, inclusion and ownership amongst team members.




Core Competencies

- ✓ We combine our training and **real-time application to your project** via 10 weekly, 90-minute sessions (each building upon the last) with **immediate practical application in your team**. It's well paired with change initiatives in your organization helping make your new concepts "sticky".
- ✓ Addressing the "human challenge" to help individuals and teams **increase adaptability & match the pace of technology**
- ✓ Implementing Personality and Behaving Transactionally™ to foster **diverse leadership, team alignment and effectiveness**
- ✓ Applying our proprietary frameworks to **foster collaboration and cross-functionality amongst teams**
- ✓ Guiding managers how to **gain buy-in and discover untapped leaders**
- ✓ **Speeding up initiatives:** reducing timelines for executing tasks, finalizing projects, and launching products or services
- ✓ **Leveraging diversity to produce high-quality outcomes**



Company Data

CAGE: 7Z2G3 | **UEI:** NN6RBM1CW7J8

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Address: 1000 Town Center Dr Ste 300, Oxnard, CA 93036

Work Area: International

Socio-Economic Status: Small Business, LGBTBE (#25699)

Primary NAICS & PSC:

611430: Professional & Mgmt. Development Training

541611: Admin. Mgmt. & General Mgmt. Consulting

541612: Human Resources Consulting Services

U004: Education/Training: Scientific / Management

Read: [Government and Entrepreneurs](#)

Watch: [Co-Operation Instead of Competition](#)



Differentiators

- ✓ We codified **Transactional Competence™**, the IP that forms the backbone of the practical implementation of our 4-year curriculum. This **defines our cutting-edge approach.**
- ✓ Our **exclusive** 4-quadrant personality profiling tool **ensures an optimized fit between individuals' innate skills and their role**, enhancing their comfort and performance. This unique method promotes efficiency and personal satisfaction within the team.
- ✓ **Our proprietary transactional framework** elucidates overlooked aspects of human exchanges— that when missed create problems—and when known become tools.
- ✓ Our programs can be delivered **seamlessly across geographic and time boundaries.** Our platform is flexible and proven effective by 14 years of success with professionals and teams within universities and multinational corporations.



Past Performance



Hi Marley, Inc.

Details: Transactional Competence™ Across Teams (TCX) training for the C-Suite team – developing the company culture framework.



Western Digital

Details: Transactional Competence™ Across Teams (TCX) training for Agile senior team – reducing product development time and time to launch.



University of Virginia, School of Medicine Audit Department

Details: Customized our Fundamentals program to teach auditors how to gain buy-in and work well across departments.