



TTI
SUCCESS
INSIGHTS®

TTI Relationship Insights™

Jane Doe
2-20-2020

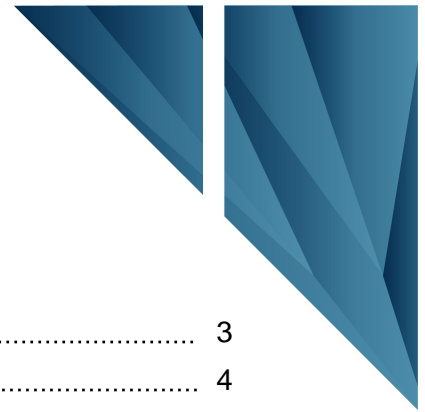


Table of Contents

Introduction	3
General Statements	4
Current Wants	6
Relationship Strengths	7
Keys to Communication	8
Barriers to Communication	9
Hindering Factors	10
Action Plan	11
Style Insights® Graphs	12
The Success Insights® Wheel	13



Introduction

Our ability to interact effectively with people may be the difference between success or failure. Effective interaction starts with an accurate perception of ourselves. Over the years you have built your self-perception on information received from others. This report was designed to quantify information on how you see yourself. How you use this information will be directly related to your success in significantly improving your personal relationships.

This report identifies key areas for improving interpersonal relationships. Star those statements which are most important to you and if possible share why you feel they are important with someone. Remember, effective communication requires commitment.

*"All people exhibit all four behavioral factors in varying degrees of intensity."
–W.M. Marston*



General Statements

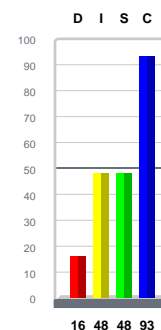
Based on your responses, the report has selected general statements to provide you with a broad understanding of your behavioral style. The statements identify the natural sensual behavior you bring to an interpersonal relationship. After reading the information, eliminate or modify any statement that you feel is not totally true.

When a new activity is considered, you may require support or encouragement to participate or perform in the new activity. Your response indicates a strong need to be precise. This projects into the social environment by the need to have a place for everything and everything in its place. You will generally not act impulsively. As a result, others around you may perceive a slowness of thought or action. This results not from slow thinking, but from complete analysis of the situation before acting. You tend to think before you act. As a result, the things you do will be purposeful and deliberate.

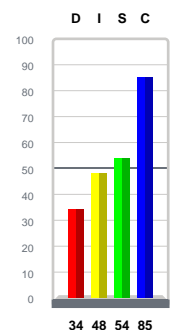
You may not reach decisions as fast as others desire. You prefer to make a decision after deliberation, restraint and weight given to many factors. When in decision-making roles, you will usually want to collect many facts and opinions before making a decision. You take a problem-solving approach to most new situations. You usually show a stronger orientation toward ideas and concepts than toward feelings. You prefer study and analysis to immediate action. If many activities are required, especially if the activities are hurried, you may require support and encouragement during your fast-paced activity.



Adapted Style



Natural Style



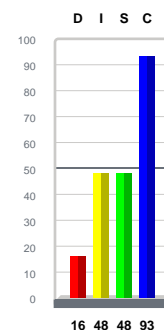


General Statements *Continued*

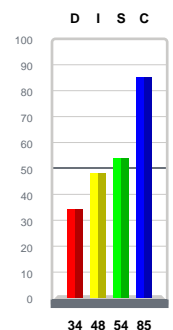
You will convey patience towards others in most situations. This patience comes from a need to maintain harmony. Others may read this as a strong stabilizing factor in your behavior. Because you may not call attention to your own accomplishments, you may benefit from others giving recognition to you occasionally. Constant recognition may make you feel uncomfortable. Your strength is to bring stability, security and awareness of consequences to activities. In a sense, you may be considered as the one with the "conscience." When asked about your opinions, you may not share your ideas or opinions openly with those asking. You remain rather self-contained in social situations. Some may perceive you as aloof, but it's really caution.



Adapted Style



Natural Style





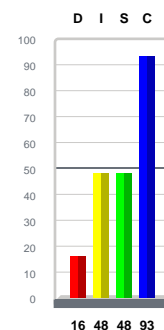
Current Wants

This section of the report was produced by analyzing your wants. People are motivated and influenced by the things that they want. Wants that are satisfied no longer motivate. Analyze each statement produced in this section and highlight those that are present "wants" for you. Periodically review this section to identify new wants and delete satisfied wants.

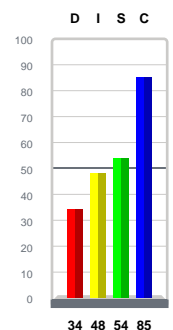
You may want:

- Things done "right" the first time.
- Time and opportunity to weigh pros and cons of decisions.
- Others to adhere to your high standards.
- To not respond as emotionally as others might want. This places a premium on you to control your emotions.
- Protection or insulation from aggression or confrontation.
- Time to think things over before making a commitment.
- A predictable environment with few surprises that are not "planned."
- Freedom from pressure to perform or to act quickly without precedent.
- Security for now, and in the future.
- Opportunity for privacy and to be alone occasionally.

Adapted Style



Natural Style



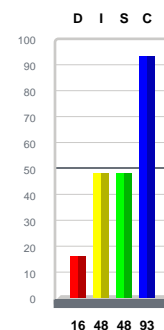


Relationship Strengths

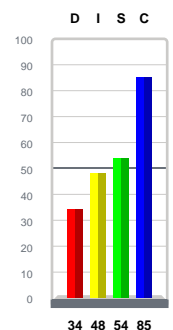
This section identifies specific talents and behavior that you bring to a personal relationship. Socially, we need people who have different strengths to offer. Use this information to share your thoughts, ideas and feelings about your relationship strengths.

- Bring things back to earth when too much dreaming is going on.
- Will gather facts before offering an opinion.
- Bring a feeling of security and stability.
- Make certain small details are taken care of before starting things.
- Look for practical, useful solutions, rather than creative or untested ones.
- Respect the property of others.
- An excellent listener.
- Being a good citizen.
- Maintain high standards for yourself and others.
- Are diplomatic with everyone.
- Conservative, won't go to extremes.
- Objective, careful evaluator of all things before an activity is started.

Adapted Style



Natural Style



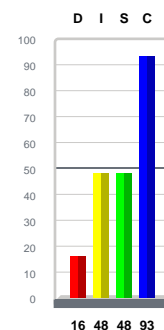


Keys to Communication

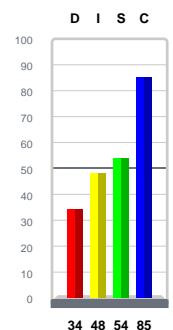
This section of the report describes how you like others to communicate with you. As with the entire report, most of these items listed will be extremely accurate for you. Identify 3 or 4 key items and encourage others to practice using these items in their everyday communication with you.

- Prepare your "case" in advance--do your homework.
- If you disagree, organize your thoughts before confronting your partner.
- Take your time and proceed slowly.
- Take time during explanations.
- Take time to be certain that you reach an agreement.
- Provide solid, tangible, practical ideas and evidence.
- Approach in an honest, sincere manner.
- If you agree, follow through with your end of the agreement.
- Allow time to ask questions.
- Be sincere and use a tone of voice that shows sincerity.
- Limit use of gestures when speaking.
- Use a thoughtful approach.

Adapted Style



Natural Style



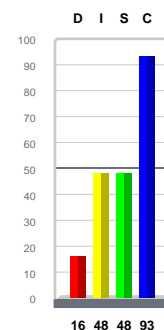


Barriers to Communication

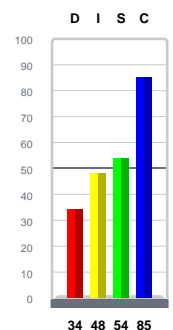
This section of the report describes what NOT to do when relating with you. As with the entire report, most of these items listed will be extremely accurate for you. Identify 3 or 4 key items and encourage others to ELIMINATE using them in their everyday communication with you. And, if others have a report, you are encouraged to share this page of information with each other, as well as sharing information from the entire report.

- Don't make promises.
- Don't leave things to chance or luck.
- Don't be random, rambling or haphazard in the presentation of ideas for activities or events.
- Don't rush into the decision-making process.
- Don't become overly emotional.
- Don't fail to follow through with the commitment.
- Don't be disorganized.
- Don't be messy or haphazard.
- Don't be unrealistic with deadlines and quick expectations.
- Don't be vague about what's expected.

Adapted Style



Natural Style





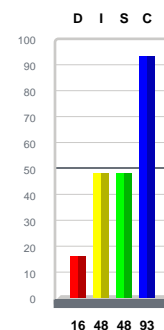
Hindering Factors

The list below is an analysis of possible hindering factors with regard to relationships. Not all of the limitations may apply, so cross out those limitations. Circle or highlight 1 to 3 limitations that may be hindering social interaction, and develop an action plan to reduce the effects of those limitations.

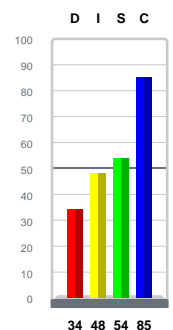
- You sometimes are overly suggestible and too much of a follower.
- You hesitate to act without having experience with a situation; as a result, if you must act on something "new," you may not make a decision at all.
- You mentally "collect" the errors and mistakes of others to save up and defend your position.
- You become defensive when threatened.
- You are so nondemonstrative, that others might question what your "real" motives might be.
- You rely on others to make certain high-risk decisions pertaining to the relationship, rather than leading or helping in the decision process.



Adapted Style



Natural Style





Action Plan

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

The Communication skills I need to develop are:

- 1.
- 2.
- 3.
- 4.

I agree to practice the listed communication techniques and develop communication skills in the areas indicated.

Signed: _____ Date: _____

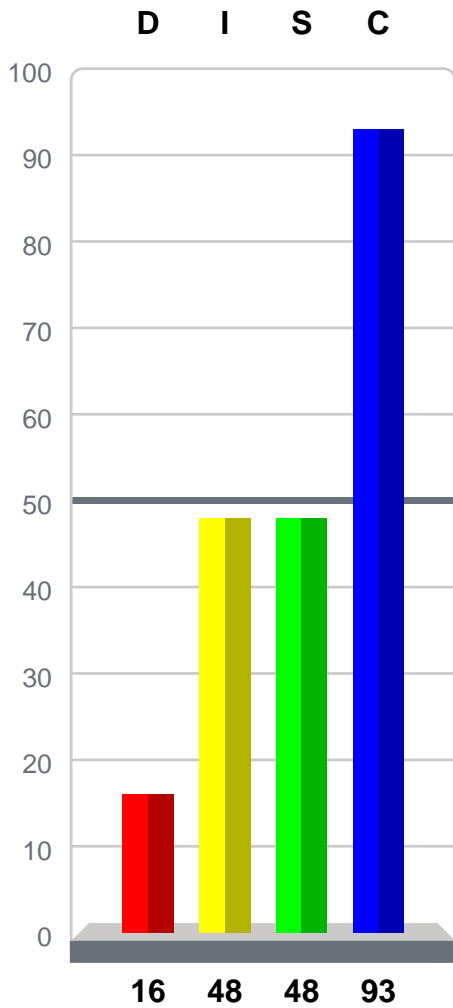


Style Insights® Graphs

2-20-2020

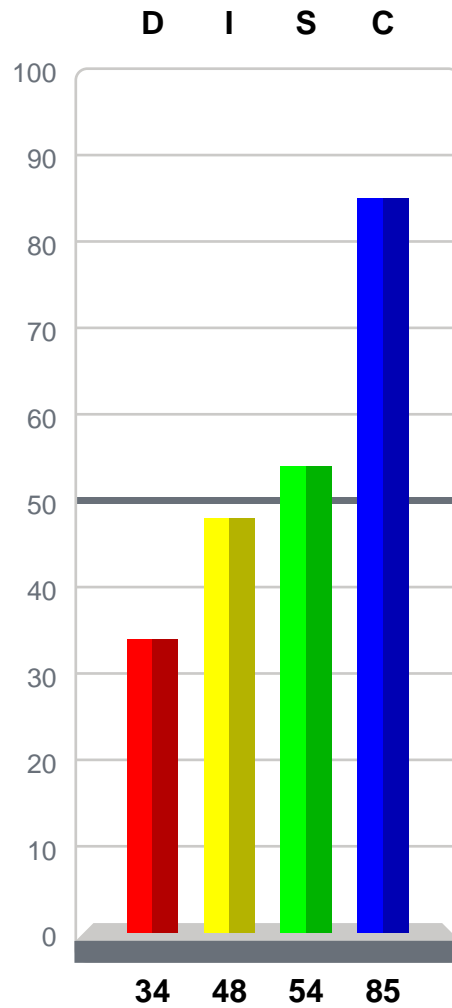
Adapted Style

Graph I



Natural Style

Graph II



Norm 2017 R4



The Success Insights® Wheel

The Success Insights® Wheel is a powerful tool popularized in Europe. In addition to the text you have received about your behavioral style, the Wheel adds a visual representation that allows you to:

- View your natural behavioral style (circle).
- View your adapted behavioral style (star).
- Note the degree you are adapting your behavior.

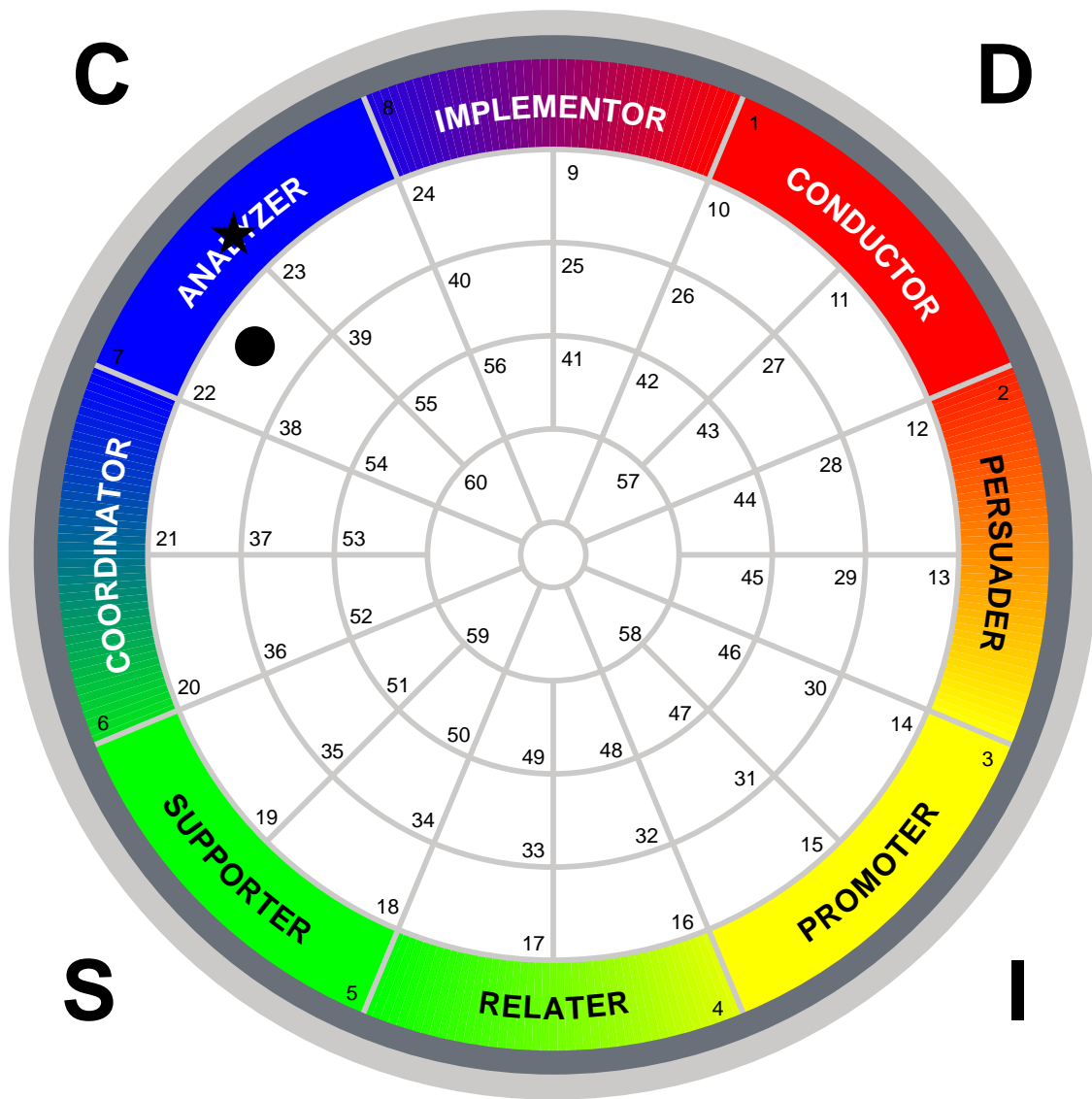
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able to identify where communication, understanding and appreciation can be increased.



The Success Insights® Wheel

2-20-2020



Adapted: ★ (7) ANALYZER
 Natural: ● (22) COORDINATING ANALYZER

Norm 2017 R4