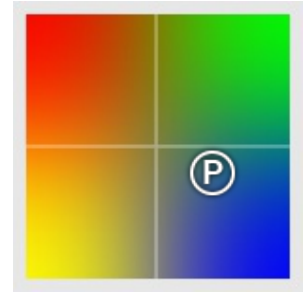


- Ⓟ Passions - What I Love
- ⓔ Expectations - What Brings Out My Best
- Ⓢ Strengths - My Natural Style
- Ⓡ Reactions - How I Respond Under Stress

This is your Golf Report. It tells you what you enjoy about playing golf, your typical approach to playing the game, what expectations you have that contribute to your best round, and how you react when you are not playing at your best. Use this information to help you reach your personal playing potential.

## Page 2: Passions

The P Symbol describes what aspects of the game people are passionate about.



### People whose P Symbol is in the Red quadrant tend to be interested in:

- manufacturing/designing clubs
- getting bottom line golf results
- solving practical problems
- competing in tournaments
- playing for short-term tangible results

### People whose P Symbol is in the Green quadrant tend to be interested in:

- competitive team play
- wagering on play
- hosting golf events
- persuading others to play
- giving advice
- competing for status, image

### People whose P Symbol is in the Yellow quadrant tend to be interested in:

- systematic play
- golf course management
- taking lessons to fine tune the details of the game
- focusing on mechanics
- consistency and control

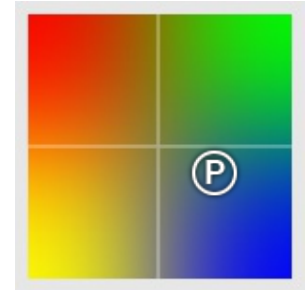
### People whose P Symbol is in the Blue quadrant tend to be interested in:

- learning by observing others
- seeing beauty of the course
- playing to relax and reflect
- finding creative ways to play a shot
- managing the mental side
- playing against themselves

## Page 3: Your Passions

The P Symbol describes what aspects of the game you like to focus on because you enjoy these the most.

Your P Symbol is in the Blue quadrant, but it is fairly close to the middle of the Grid. While you enjoy golf with an innovative emphasis, you may well combine this with an interest in golf activities associated with all quadrants of the Grid.



People whose P Symbol is in this quadrant often like a fast-paced, physically challenging game more than you do.

People whose P Symbol is in this quadrant often like competitive team play and an exciting match more than you do.

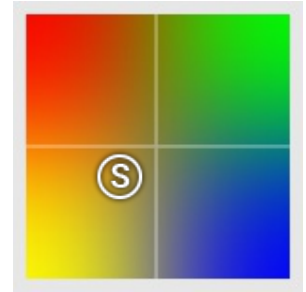
People whose P Symbol is in this quadrant often like pre-shot routines, mechanics and course management more than you do.

**You may express your passions when you have the opportunity to:**

- detail improvement methods
- focus on score
- play competitively with a team
- try new approaches

## Page 4: Strengths

You have an approach to playing a round of golf that works best for you. This natural style is represented by the S Symbol which stands for strengths. While this is your most effective approach to the game you may benefit from being able to implement some of the other approaches as conditions, your competitors or the climate requires.



### Strengths of players whose S Symbol is in the Red quadrant:

- focus on immediate results and competitive advantage
- at ease with other golfers
- fast-paced, first to finish
- deal directly with problems or annoyances
- make quick decisions

### Strengths of players whose S Symbol is in the Green quadrant:

- high level of energy and enthusiasm
- organize informal rivalry
- flexible with the rules
- interact with others while they play
- take risks on course
- entertaining and sociable

### Strengths of players whose S Symbol is in the Yellow quadrant:

- take time to prepare and set up
- concentrative and focused throughout the round
- cautious in approach
- play the sure shot
- know and follow the rules
- consistent in pre-shot routines

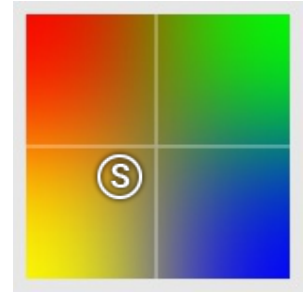
### Strengths of players whose S Symbol is in the Blue quadrant:

- patient even in the rough
- play at an even pace
- selective about golf partners
- give careful thought to each shot
- reflect on proper swing feel
- positive about play

## Page 5: Your Strengths

Your natural strengths are described by the S Symbol.

Your S Symbol is in the Yellow quadrant, but it also lies fairly close to the middle of the Grid. While you are organized and good with detail you may also exercise flexibility in how you do things.



People whose S Symbol is in this quadrant tend to be more focused on the score and action-oriented on the course than you are.

People whose S Symbol is in this quadrant tend to be more outwardly enthusiastic and competitive on the course than you are.

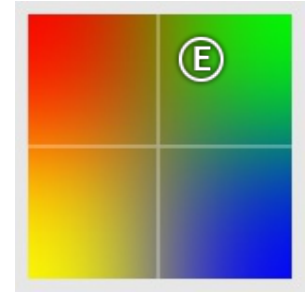
**Your strengths include being:**

- direct and open with individuals on the course
- assertive without being domineering
- aware of others' feelings

People whose S Symbol is in this quadrant tend to be more thoughtful and introspective on the course than you are.

## Page 6: Expectations

You have Expectations about playing golf that, when met, create the right type of dynamics that will allow you to play at your best. The Expectations statements below will give you insights about what it is you want from other people, your performance or how the round is played. When these expectations are met, you will find it easy to mobilize your strengths on the course.



### People whose E Symbol is in the Red quadrant often respond well to the following circumstances:

- group interaction to keep the pace of play moving quickly
- being offered rewards and recognition for winning
- direct and logical feedback

### People whose E Symbol is in the Green quadrant respond well to the following circumstances:

- keeping competition friendly
- assertive partners
- flexibility with rules and mode of play
- recognition of success

### People whose E Symbol is in the Yellow quadrant respond well to the following circumstances:

- consistent, orderly play from others
- everyone observing the rules
- few distractions
- other players who are factual and objective

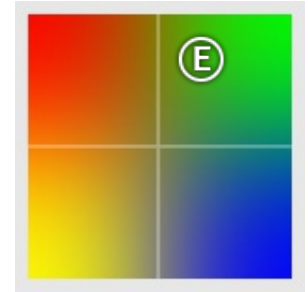
### People whose E Symbol is in the Blue quadrant respond well to the following circumstances:

- positive feedback even if they play poorly
- not being rushed by the pace of play
- time for difficult shot decisions
- individual support

## Page 7: Your Expectations

The environment you need in order for you to function best is described by the E Symbol.

Your E Symbol is in the Green quadrant, but it also lies fairly close to the Red quadrant. To be most effective, you need other golfers to be enthusiastic and direct.



People whose E Symbol lies in this quadrant often need more opportunity to win in challenging golf situations and high energy golf rounds than you do.

### You are most effective when:

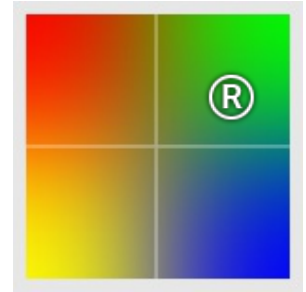
- you are encouraged to take an objective and rational approach
- you have playing partners who are friendly and direct
- you are given clear-cut decisions to make

People whose E Symbol lies in this quadrant often need time to prepare and a more predictable golf environment than you do.

People whose E Symbol lies in this quadrant often need more personal encouragement and time to think through each shot than you do.

## Page 8: Reactions

When you are in an environment that does not meet your Expectations, you run the risk of reacting. These sometimes involuntary responses can result in you playing not out of strength but out of stress. This can make you feel out of control and result in a poor performance on the course.



### People whose R Symbol is in the Red quadrant may:

- overcompensate with force
- become impatient with others on the course
- find things to keep them busy while playing
- speed up the pace of play

### People whose R Symbol is in the Green quadrant may:

- be easily distracted on the course
- become domineering while playing
- fail to follow plan agreed upon on the first tee
- avoid personal responsibility for poor performance

### People whose R Symbol is in the Yellow quadrant may:

- become over-insistent on golf rules
- resist necessary change while playing
- be reluctant to confront fellow competitors
- be prone to the paralysis of analysis

### People whose R Symbol is in the Blue quadrant may:

- ignore social convention on the course
- become indecisive with club selection
- are easily embarrassed and want to quit
- see the worst possibilities



## Page 9: Your Reactions

Your Reactions under stress are described by the R Symbol.

Your R Symbol is in the Green quadrant, but it also lies fairly close to the Blue quadrant. When under stress you may become distracted and indecisive on the course.



Under stress, people whose R Symbol lies in this quadrant may lose effectiveness by becoming more pushy, impatient, and insensitive than you do.

**When you're losing your effectiveness, you may become:**

- defensive and blaming
- argumentative with others
- overly sensitive to criticism of your game
- easily sidetracked on the course
- unsociable with your foursome

Under stress, people whose R Symbol lies in this quadrant may lose effectiveness by becoming detached and more inflexible while playing than you do.

Under stress, people whose R Symbol lies in this quadrant may lose effectiveness by becoming more overly sensitive and withdrawn while playing than you do.

## Page 10: Your iMap Golf Zone

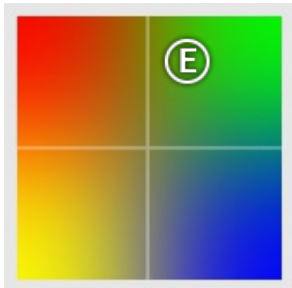
### My Best Round of Golf



When I'm focused on what I love about the game....

**Your Passions:**

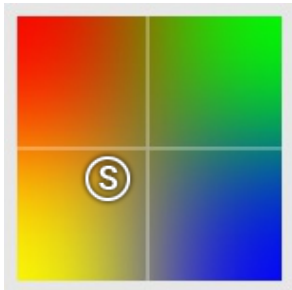
- While you enjoy golf with an innovative emphasis, you may well combine this with an interest in activities associated with all quadrants of the Grid.



And have the support that is ideal for me....

**Your Expectations:**

- You are most effective in a sociable, enthusiastic and competitive work environment, with objective people who make clear-cut decisions.



And I am good at....

**Your Strengths:**

- You work most effectively when you are systematic within well-known rules and procedures, yet you can also be decisive and goal-oriented, assertive, and thoughtful.

### My peak performance zone happens....



If I am in an environment that is not meeting my expectations, I run the risk of moving from strength to stress....

**Your Potential Reactions:**

- Under stress, you may become dominating, overly defensive, disorganized, insensitive and impatient with others.
- In order to avoid the damage that can be caused by stress behaviors, take a minute to get organized and review the steps or details of what you're trying to do so you stay on target.