



TTI
SUCCESS
INSIGHTS®

Relationship Insights™

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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.

Few dull moments prevail with you. Your response indicates that you may become so absorbed in your many activities that you occasionally lose sight of the balance required in one's life. You make fast decisions and quickly respond to new ideas and activities. You may encourage others to participate as well. Your high activity level, through which you interact, appears in your eager, mobile and quick manner by which you respond to ideas and influences. You are open to change and new ideas. Routine activities cause a rather boring effect on you, so your flexibility of style will create excitement in any activity in which you participate.

Others may see you as a bold, take-charge, assertive type of person, but you also can be playful, informal and easy to get to know. Selling others on your ideas and decisions is your first order of business. Your strong ego makes you feel that your ideas are important to the group. You like to be seen as flexible, but sometimes your flexibility can be trouble for you causing you to make decisions that fit your situation for the short-term and not for the long-term. You will attack problems that challenge you. The challenge and the possibility of doing new or different things motivates you.

General Statements

Continued



You may have tension or struggle with others who do not have the same sense of urgency that drives you, and you may question why others don't see things your way. Being rather spontaneous in your expression of thoughts and ideas, you may sometimes interrupt others while they're speaking. You are not trying to be rude, but you occasionally get so involved in ideas that you may "walk over" what others have to say. Your communication style is rapid (some people might say abrupt), because you like to maintain a high activity level with a variety of things going on simultaneously. When communicating with you, others must be stimulating and exciting in their presentation of ideas. They must emphasize the newness of the idea or event to generate even greater enthusiasm.

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:

- Recognition for your achievements.
- Opportunity for personal involvement.
- New challenges and problems to solve.
- A social environment spiced with change.
- As much travel as possible: short trips, long trips and excursions.
- Plenty of action.
- To be seen as a leader.
- More time in the day for both work and play.
- Many activities, so there is never a dull moment.
- New and innovative things to do.

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.

- Self-starter--won't wait until told to do something.
- Ability to handle many activities simultaneously.
- Creative in playtime with others.
- Forward looking.
- Challenge the status quo--exciting to be around.
- Challenge-oriented.
- Quick wit and sense of humor.
- Like games of competition and skill.
- Innovative ideas.
- Spontaneous ideas for new activities and things to do.

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.

- Be brief, clear and to the point.
- Verify that the message is understood.
- Motivate and persuade by referring to objectives and RESULTS.
- Ask specific questions--preferably "WHAT" questions.
- Take issue with the facts, not the person, if you disagree.
- Attempt to isolate from interruptions.
- Provide questions and choices for making decisions.
- Expect acceptance without many questions or objections.
- Be on time.
- Prepare for demanding questions, and perhaps objections.

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 get off the topic until finished.
- Don't be disorganized, messy or forget things.
- Don't dictate.
- Don't forget to follow up on what is agreed on regarding plans or follow through.
- Don't talk down.
- Don't be vague, or leave cloudy issues.
- Don't expect others to follow through on everything they say.
- Don't say it unless you mean it.
- Don't direct or order things to be done.
- Don't be put off by cockiness or impatience--it is not meant maliciously.

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 fail to complete activities because of adding more and more projects.
- You try to keep too many balls in the air at the same time.
- You have no concept of the problems slower-moving people may have with this behavioral style.
- You overextend and spread effort too thin.
- You are somewhat explosive emotionally, and lack the patience to negotiate calmly.
- You become impulsive and seek change for change's sake. You may change priorities daily.

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: _____

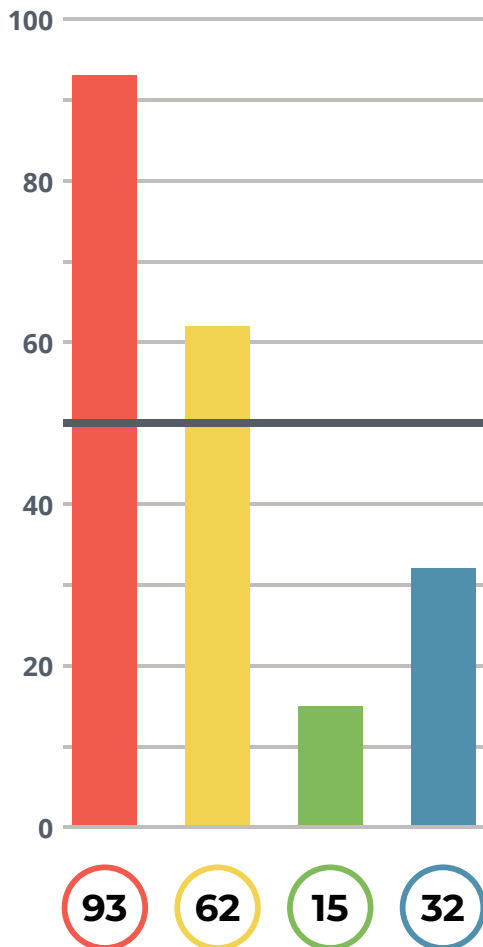
Style Insights® Graphs



Graph I

Adapted Style

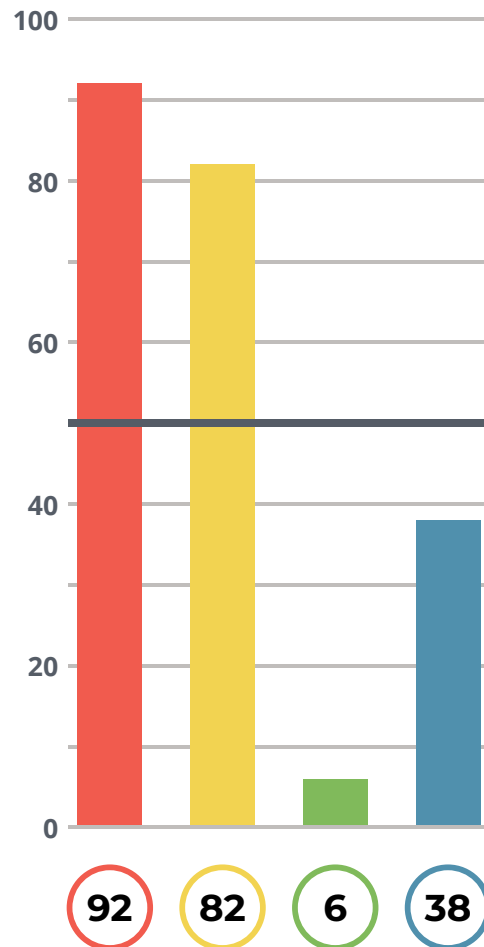
D **I** **S** **C**



Graph II

Natural Style

D **I** **S** **C**



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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.

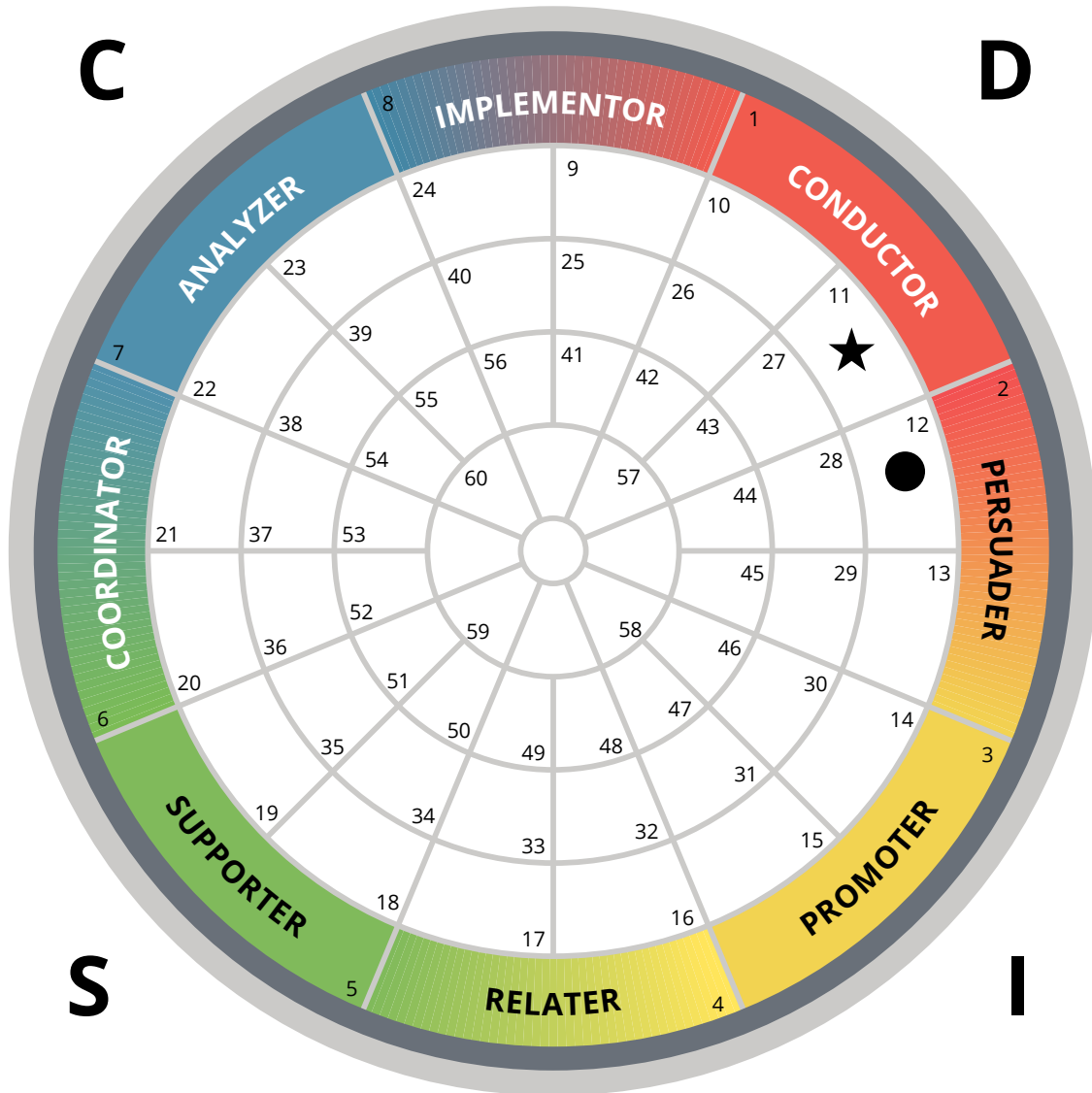
If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able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

The Success Insights® Wheel



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Adapted: ★ (11) PERSUADING CONDUCTOR
 Natural: ● (12) CONDUCTING PERSUADER
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