

# THE GOLF STROKE SAVER

Analyzing your Style  
to Improve your Game

*"He who knows others is learned.  
He who knows himself is wise."  
-Lao Tse*

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# INTRODUCTION

It is understood that much of the game of golf is mental, not physical. When you approach the ball it is just lying there. It is not spinning, rolling, flying through the air or falling. Therefore, whatever curve, height or speed the ball exhibits it is a result of some action on your part. After you hit the ball you have time to either evaluate the shot, prepare for the next shot, or both, but the correct use of this time can improve your game as much as driving range practice. Research shows that those who understand themselves, their strengths and weaknesses, can relate that information to how they play the game of golf and thereby improve their game.

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

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# YOUR GOLF CHARACTERISTICS

*Based on your responses, the report has selected statements to provide a broad understanding of your golfing style. These statements identify the basic natural behavior that you bring to the course. Use the Golf Characteristics to gain a better understanding of your natural golfing style.*

In selecting an instructor you should look for someone that is enthusiastic and one who will listen to you and be sociable. You like public recognition for your achievements. You like to be encouraged to participate in tournaments, especially those in which prizes are awarded to the leader of each flight, closest to the pin on the last hole, etc. You seek popularity and social recognition. It is important to you to play well enough to get into a "good" playing group and to be "one of the boys" at the clubhouse. One of your biggest obstacles to improvement is your reluctance to go to the golf course, unless you have someone to play with. However, once you make up your mind to go you won't have any trouble finding playing partners due to your friendly manner. You are driven by status and power. You see golf as a way to attain these. You like to get results with the aid of others and will view a teaching pro as a valuable aid to obtaining results.

You are quickly aroused and highly excited by what influences you. If you nail a 50-foot putt the whole golf course is going to know about it. However, you may get so "pumped up" that you will lose your concentration. Because of your trust and willing acceptance of people, you may misjudge the abilities of others. Sometimes, let's face it, the reason a golfer fails to improve is due to poor instruction. Ideally, you will have a good teacher right off the bat. You are always familiar with golf terminology and the latest golf expressions. You would make a great TV. golf commentator. You make quick decisions. Sometimes this tendency will cause you to grab a club without thinking enough about whether the club you have chosen is the best one to use in that

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# YOUR GOLF CHARACTERISTICS

particular situation.

You can be intense and may not always fit the intensity to the situation. You need to channel your intensity keeping in mind that what is desirable in golf is intensity of concentration, more so than intensity of emotion. You judge others by their oral skills and warmth. You get along better and learn more from a Lee Trevino type than a Ben Hogan type instructor. You are good at calming conflict situations. If a member of your playing group is starting to become angry and frustrated you will often break the tension with a joke or story. You tend to mask some of your directness in friendly terms. You are usually recognized as a friendly and trusting person.

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# STRENGTHS AND WEAKNESSES

*Each golfer brings strengths and weaknesses to the golf course. This section of the report allows you to analyze your strengths and weaknesses. Read and share these statements with your partner(s). You may not actually have any of these weaknesses. An area of strength, however, can become a weakness if carried to extreme. Identify at least one thing that is raising your score and develop a plan to overcome it.*

- **STRENGTH** - Good sense of urgency. **WEAKNESS** - May not pay attention to all the details or be sloppy in your execution of details pertaining to your golfing techniques.
- **STRENGTH** - Communicate with emotion. **WEAKNESS** Short attention span and poor listening skills.
- **STRENGTH** - Demonstrative and ebullient. **WEAKNESS** - May lose concentration if attempting to talk and play at the same time. May be talking when you should be listening.
- **STRENGTH** - Flexible. **WEAKNESS** - May be impulsive and seek change for change's sake. May tinker with your game each time you play.
- **STRENGTH** - Planned activity-oriented. **WEAKNESS** - May be inconsistent because of neglecting to practice.
- **STRENGTH** - Optimistic golfing style. **WEAKNESS** - May overestimate your shot-making ability or the pace at which you will improve.
- **STRENGTH** - Value people over results. **WEAKNESS** - May have difficulty concentrating on your game and the things you should be doing to improve it when playing in a group.
- **STRENGTH** - Good interpersonal relationship skills. **WEAKNESS** - none.

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# STROKE SAVING TIPS

*These tips were selected specifically for you. While all the tips may not apply, there will be several that will make a significant difference in your score. Your physical skills may diminish some of these tips, but working on the mental side of your game can impact your score positively.*

- Don't let your ego select your club.
- Play within yourself.
- Slow down that back swing.
- Pay more attention to the details.
- Keep playing under control.
- Less Socializing--more concentration.
- Don't over swing.
- Visualize the shot.
- Work on your patience.

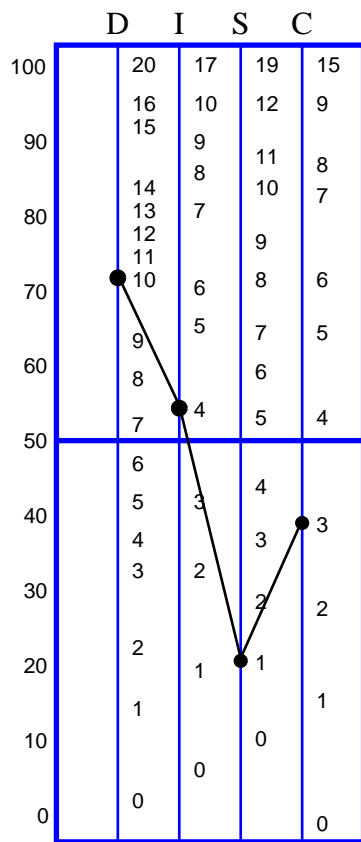
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# STYLE ANALYSIS™ GRAPHS

## Sam Sample

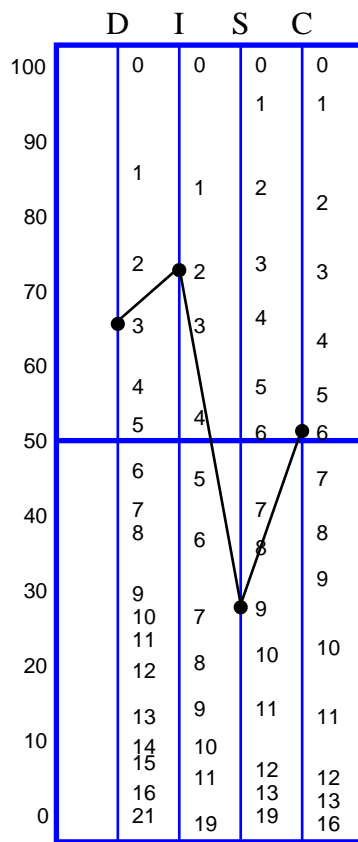
**MOST**  
Graph I  
Adapted Style



Score  
%

10	4	1	3
72	55	22	40

**LEAST**  
Graph II  
Natural Style



3	2	9	6
66	73	29	52

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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.
- If you filled out the Work Environment Analysis, view the relationship of your behavior to your job.

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.

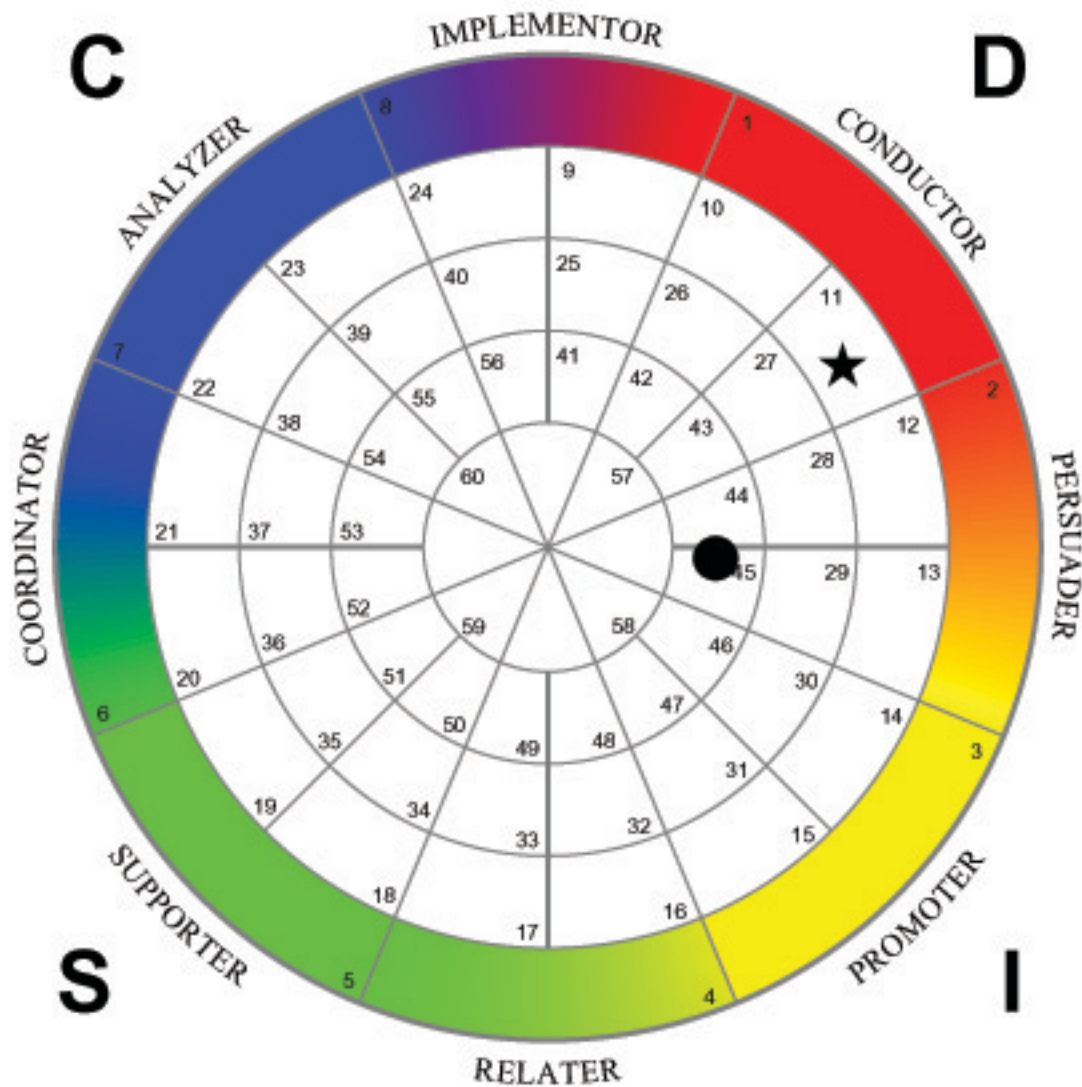
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# THE SUCCESS INSIGHTS® WHEEL

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Adapted: ★ (11) PERSUADING CONDUCTOR

Natural: ● (45) PROMOTING PERSUADER (ACROSS)

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