



TTI  
SUCCESS  
INSIGHTS®

# Relationship Insights™

## Comparison Report

### Relationship Comparison report

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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 one another. How you use this information will be directly related to your success in significantly improving your personal relationships.

This report is designed to help showcase relationship similarities and differences between yourself and another person.

# Current Wants



*This section of the report was produced by analyzing the wants of Iris and Sam. 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 each person.*

## Iris may want:

- An environment relatively free of conflict.
- No sudden or abrupt changes in the situation.
- To feel safe and secure in social situations.
- Time to react to new ideas and sudden change.
- An environment free from conflict or hostility.
- Status quo.
- Sincerity offered from others.
- Identification with your social group.

## Sam may want:

- Recognition for your concern for quality relationships.
- Respect among peers and friends for your quiet manner.
- Time away occasionally--you value your privacy.
- Things done "right" the first time.
- Reassurance.
- A supportive environment where you do not have to display great emotion.
- Others to adhere to your high standards.
- Objectivity and logic in relationships and activities.

# Relationship Strengths



*This section identifies specific talents and behavior Iris and Sam each bring to a personal relationship. Socially, we need people who have different strengths to offer. Use this information to develop a system to capitalize on the particular strengths of each person.*

## Iris' Strengths:

- An excellent listener to the concerns and ideas of others.
- Bring a feeling of security and stability.
- An excellent listener.
- Work hard for everyone's satisfaction.
- Dependable partner.
- Supportive of others.
- Will gather facts before offering an opinion.
- Sincere in what you say and do.

## Sam's Strengths:

- Maintain high standards for yourself and others.
- The ability to sense and "weed out" people with shallow plans or ideas.
- Being a good citizen.
- Can "troubleshoot" various potential problems.
- Set standards for others to live up to.
- Bring things back to earth when too much dreaming is going on.
- Make certain small details are taken care of before starting things.
- "The anchor of reality" in highly emotional situations.

# Keys To Communication



*Most people are aware of and sensitive to the ways in which they prefer to be communicated to, but may not understand the styles of others. Most find this section to be extremely accurate and important for enhanced interpersonal communication. This page provides a list of things one should DO when communicating with the other. Read each statement and highlight the 3 or 4 statements which are most important to each person.*

## Ways to Communicate with Iris

- Take time during explanations.
- Patiently draw out personal interests.
- Present ideas softly, nonthreateningly.
- Start with a personal comment to "break the ice."
- Keep the conversation at the discussion level, rather than confrontation.
- Move casually, informally.
- Find areas of common interest and involvement.
- Ask "How" questions to draw out opinions.

## Ways to Communicate with Sam

- Take your time and proceed slowly.
- Provide time to analyze the data before making a decision.
- Use a logical and unemotional approach.
- Use a thoughtful approach.
- Minimize risks by providing assurances for participation.
- Approach in an honest, sincere manner.
- Respect quiet demeanor.
- Use a tone of voice that shows sincerity.

# Barriers To Communication



*This section of the report is a list of things NOT to do while communicating with either Iris and Sam. Review each statement and highlight those that cause frustration. By sharing this information, both parties can negotiate a communication system that is mutually agreeable.*

## Ways NOT to Communicate with Iris

- Don't patronize or demean.
- Don't force a response quickly.
- Don't be domineering or demanding.
- Don't keep deciding; give time to make decisions.
- Don't talk in a loud voice or use confrontation.
- Don't leave with a feeling of no support.
- Don't rush into the decision-making process.
- Don't threaten.

## Ways NOT to Communicate with Sam

- Don't threaten, cajole, coax or whine.
- Don't overuse emotion to make a point heard.
- Don't be insincere.
- Don't be superficial.
- Don't invade personal space.
- Don't be vague about what's expected.
- Don't be disorganized.
- Don't be disorganized.

# Hindering Factors



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

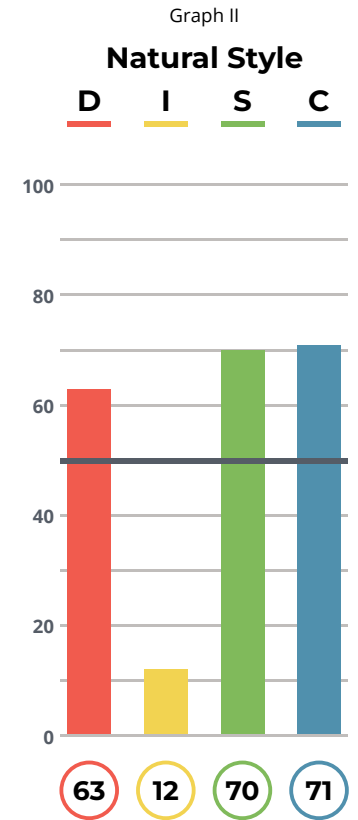
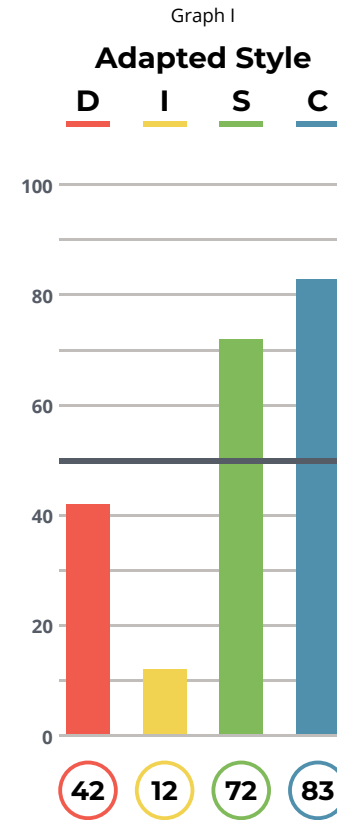
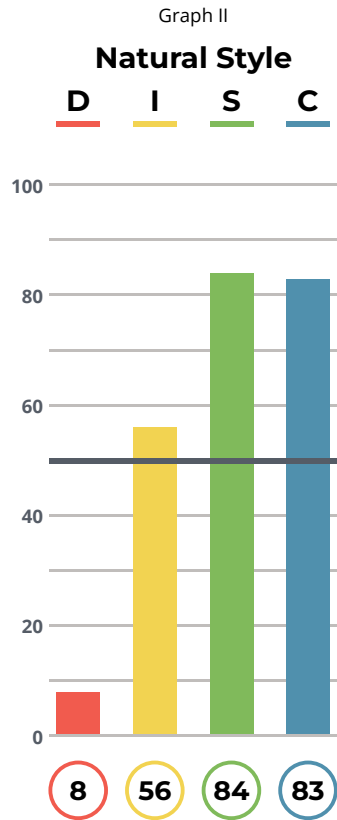
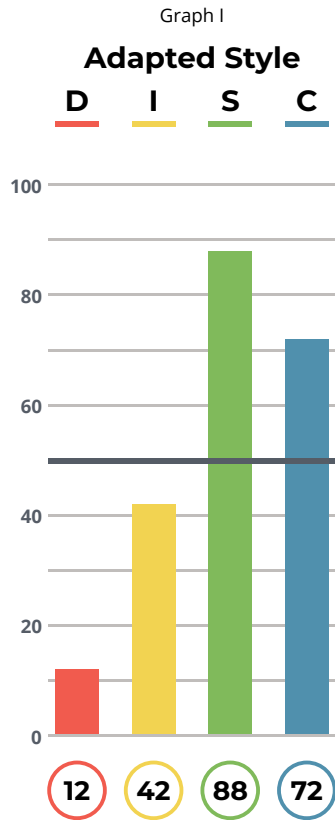
## Possible Limitations for Iris

- You resist new and innovative activities.
- You resist change to new ideas or activities; support the status quo.
- You do not project a high sense of urgency in getting things done.
- You have trouble keeping dates and plans.
- You wait for directions before acting.
- You continue to do things the way they have always been done without trying new approaches.
- You evaluate all activities as number one priority, resulting in inefficiency in getting things done.
- You take criticism personally.

## Possible Limitations for Sam

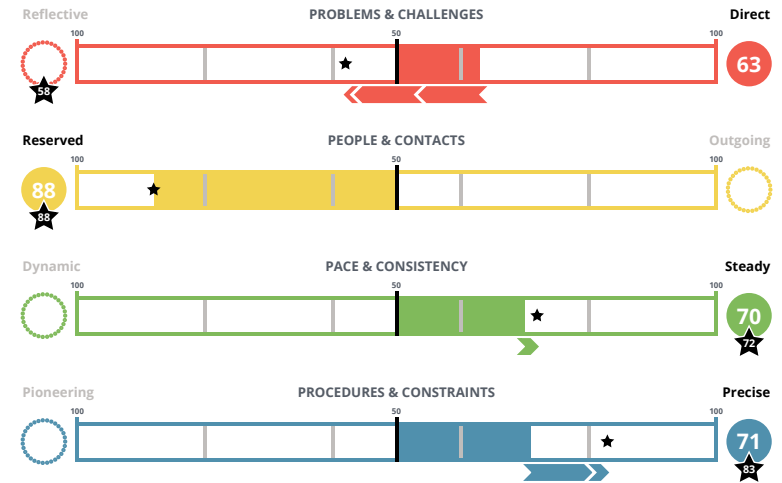
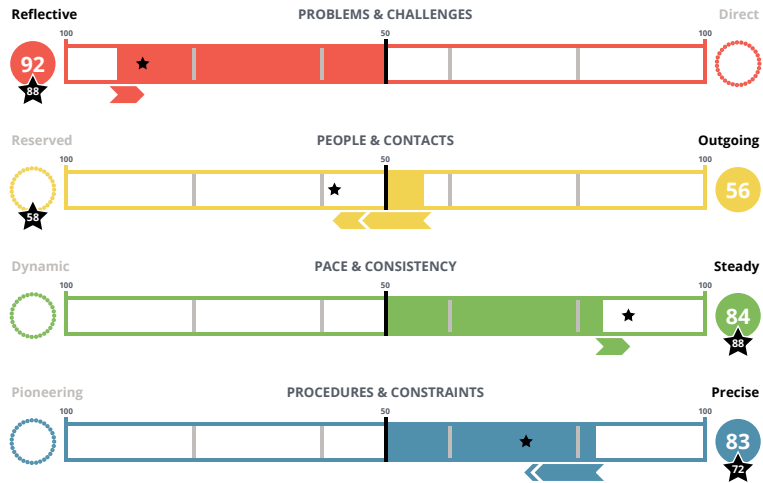
- You pass the buck to others.
- You are quiet and reticent, preferring not to verbalize feelings.
- You become defensive when threatened.
- You rely on others to make certain high-risk decisions pertaining to the relationship, rather than leading or helping in the decision process.
- You get bogged down in details or perfectionistic routines in getting things done.
- You mentally "collect" the errors and mistakes of others to save up and defend your position.

# Behaviors Graphs





# Behaviors Graphs

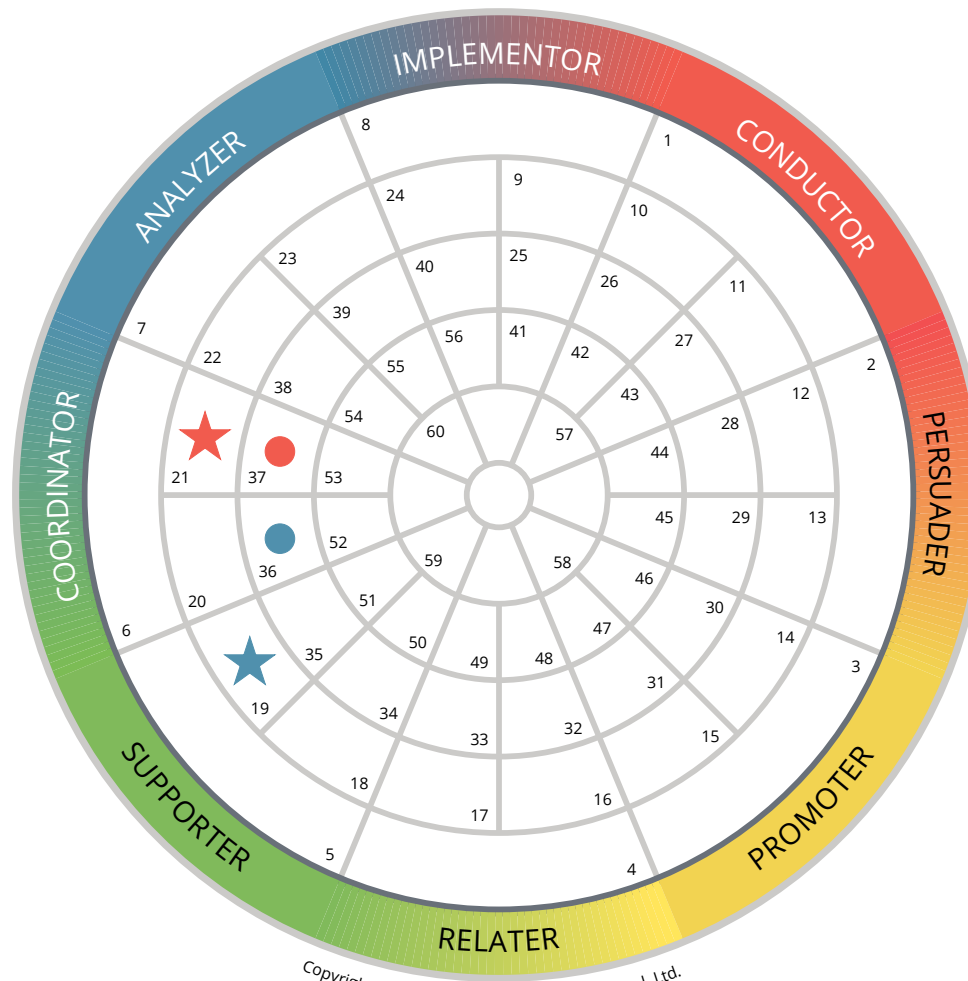


# The Success Insights® Wheel



■ Iris

■ Sam Weisser



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★ Adapted

● Natural