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SUCCESS
INSIGHTS®

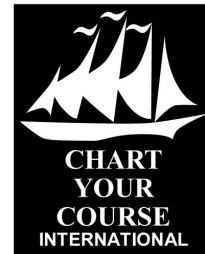
Relationship Insights™

Brittany Lane

Reception

VMC of Fort Mill

1-12-2021



For more information:

Chart Your Course International Inc.
(770) 860-9464 | ChartCourse.com
info@Chartcourse.com

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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.

When treated fairly, you can be sound and stable and seen as a dedicated and devoted individual. You hesitate to say no and will seldom, if ever, attack. When meeting new people, you may be rather unassuming and mild mannered. You will be cooperative and easygoing in social groups and family events, because of an inherent need not to make waves or cause hostility. You are rather quiet and modest. You tend not to show assertiveness and are never domineering or egocentric. You prefer others to be in the spotlight rather than yourself. You tend to be a follower rather than the leader. You will sense security from a strong, decisive person who provides direction and activity.

In a major or minor crisis, you may appear as quite patient, calm, and thoughtful. You demonstrate your ability to calm excited people because of your mild nature. At times, you may be rather hesitant in making decisions. This may occur because you have a need to obtain and evaluate information before making a decision. You may not attempt to commit yourself or declare intentions initially, but will win in situations where you can weigh the pros and cons of various ideas or activities. You are usually careful and cautious in most social and family situations. You may be conscientious about rules and procedures. You will probably not go over the speed limits, or disobey written or unwritten rules in the community.



General Statements

Continued



You generally communicate with others in a mild-mannered way. You do not like to make waves and create disharmony. As a result, you may defer your own ideas to those of others. Your style shows you to be a much better listener than many other styles. You will listen carefully and attend to what others say. People who are talkative by nature may seek you out because of the natural audience you provide. You would most likely not consider yourself an extremist on various issues, or in socializing with others. You do not need to be the center of attention like others, and in fact may feel rather uncomfortable when in the limelight. In some new situations you may become somewhat unsure because of your need to feel secure in most activities. You will warm up to the new people or event in your own time.



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:

- Identification with your social group.
- Detailed information about major decisions with complete instructions.
- No sudden or abrupt changes in the situation.
- Others to adhere to your high standards.
- Frequent appreciation.
- Reassurance.
- Freedom from pressure to perform or to act quickly without precedent.
- Better planning for change in the future.
- Things done "right" the first time.
- Status quo.
- Recognition for your concern for quality relationships.
- Recognition for your loyalty.



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.

- An excellent listener.
- Will gather facts before offering an opinion.
- Bring things back to earth when too much dreaming is going on.
- Respect the property of others.
- "The anchor of reality" in highly emotional situations.
- Bring a feeling of security and stability.
- Objective, careful evaluator of all things before an activity is started.
- Conservative, won't go to extremes.
- Being a good citizen.
- Make certain small details are taken care of before starting things.
- Set standards for others to live up to.



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.
- Approach in an honest, sincere manner.
- If you agree, follow through with your end of the agreement.
- Use a thoughtful approach.
- Take your time and proceed slowly.
- Support principles.
- Minimize risks by providing assurances for participation.
- If you disagree, organize your thoughts before confronting your partner.
- Be sincere and use a tone of voice that shows sincerity.
- Provide solid, tangible, practical ideas and evidence.
- Take time to be certain that you reach an agreement.
- Take time during explanations.



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 push too hard.
- Don't rush the facts or hurry the decision-making process.
- Don't be vague about what's expected.
- Don't become overly emotional.
- Don't threaten, cajole, coax or whine.
- Don't be unrealistic with deadlines and quick expectations.
- Don't make promises.
- Don't fail to follow through with the commitment.
- Don't be random, rambling or haphazard in the presentation of ideas for activities or events.
- Don't talk in a loud voice or use confrontation.
- Don't be messy or haphazard.
- Don't leave things to chance or luck.



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 become defensive when involving risk--preferring to keep things the same.
- You hesitate to act on a problem unless a solution is clear, or the risk is small.
- You become quiet and unsure, and retreat whenever confronted by others.
- You are overly dependent on others for decisions, even when you are right.
- You like the status quo too much and avoid much that is new.
- You are taken advantage of often by others who are more aggressive.



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.

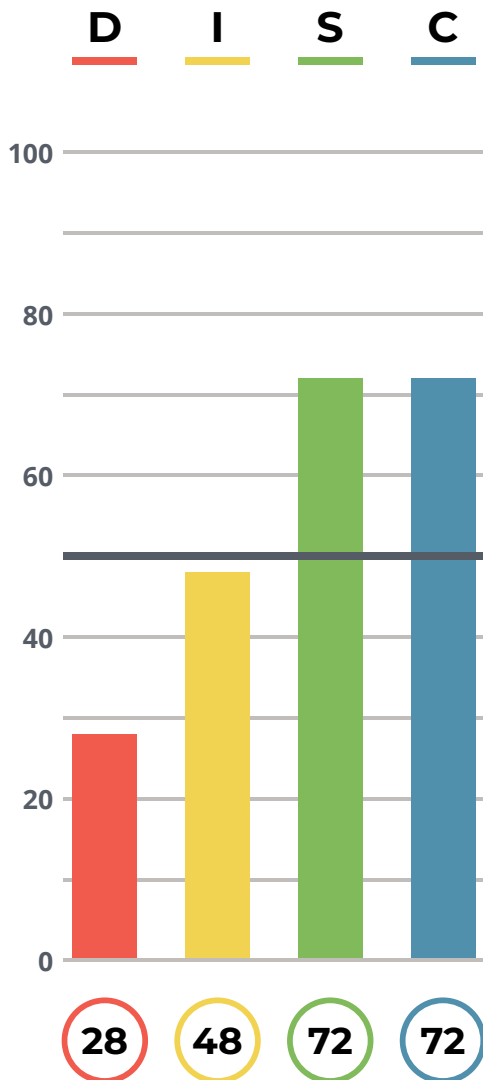
Signed: _____ Date: _____

Style Insights® Graphs



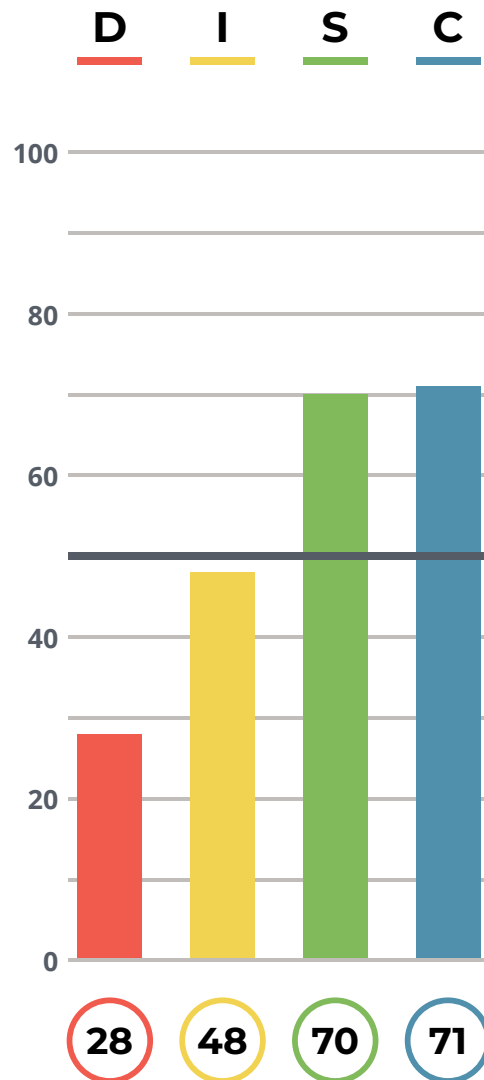
Graph I

Adapted Style



Graph II

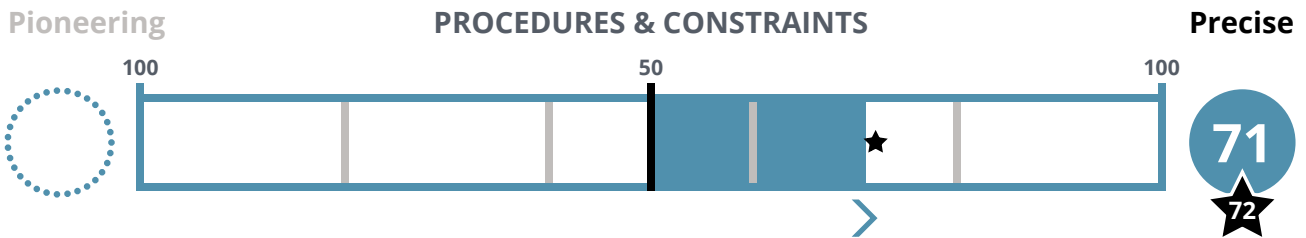
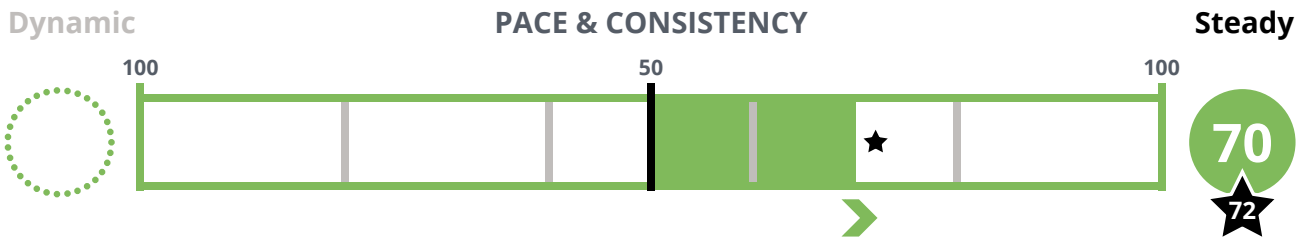
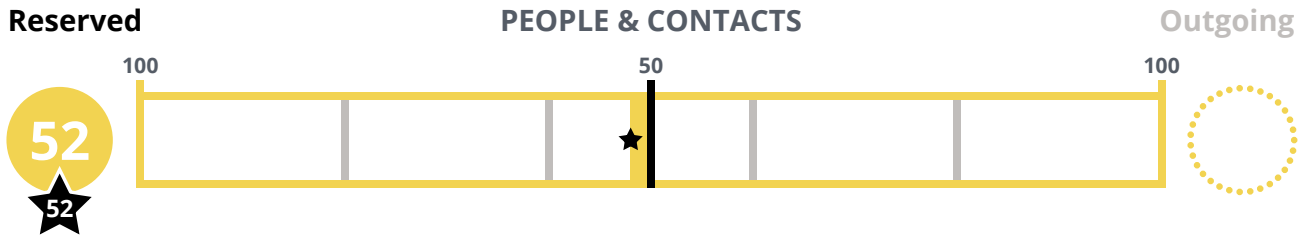
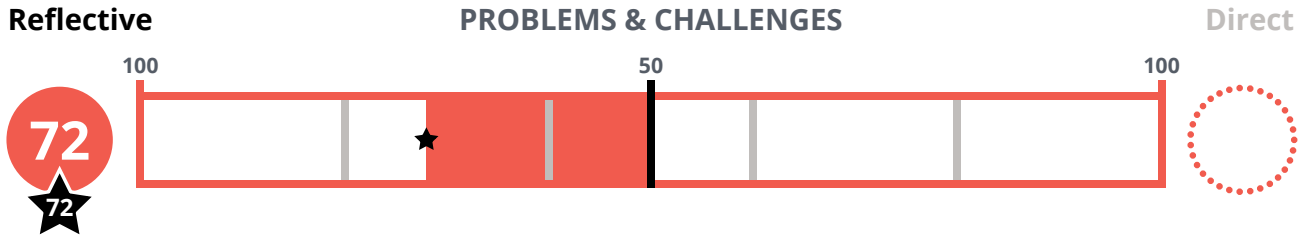
Natural Style



Behavioral Continuum



Everyone has a varying level of the four main behavioral factors that create their own, personal style. Each side of those factors lives on a continuum, and the combination influences individuals' level of engagement in different situations. The graph below is a visual representation of where Brittany falls within each continuum.



- ★ Adapted Position
- Adapted Movement

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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.

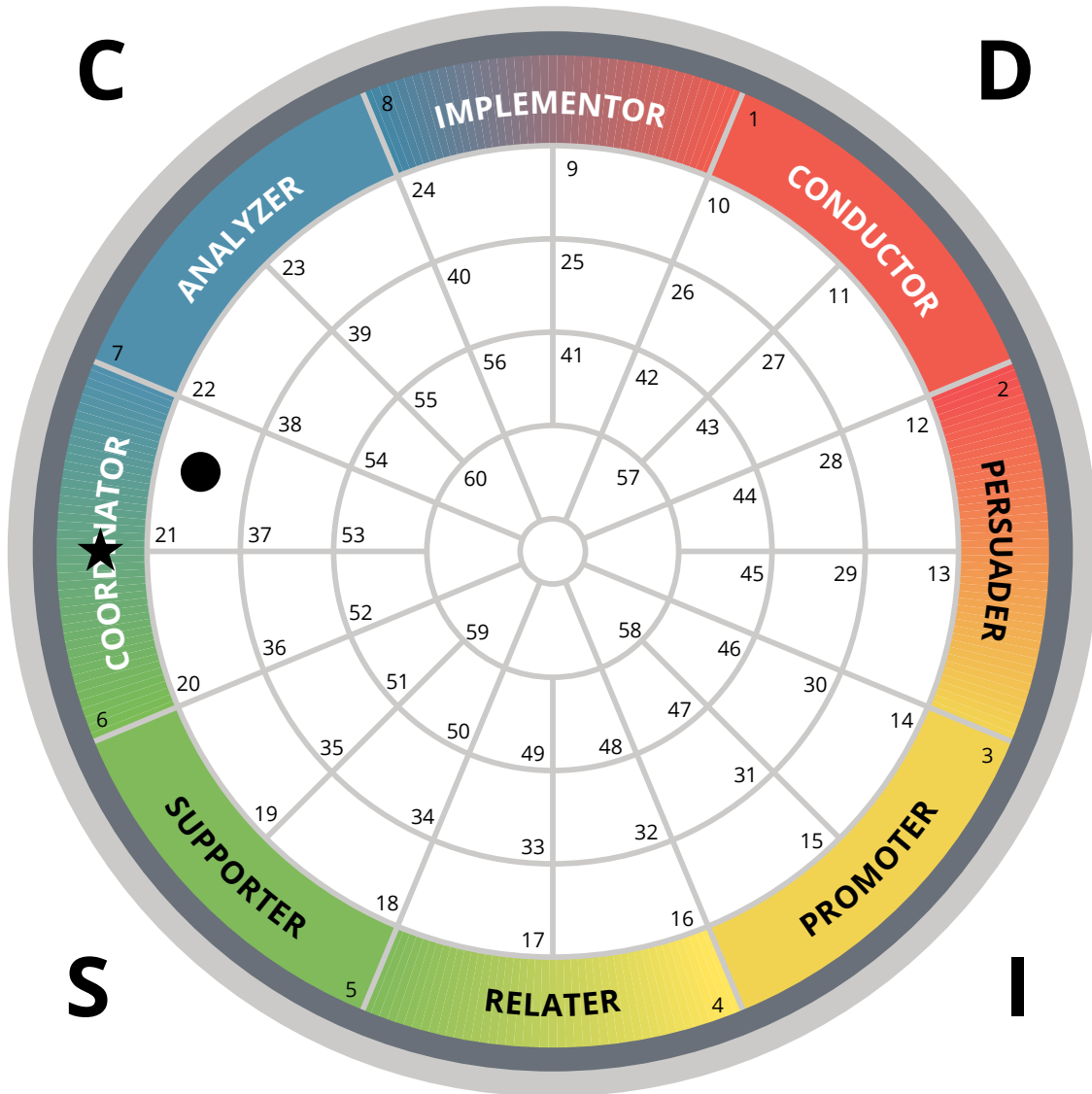
The Success Insights® Wheel



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Adapted: ★ (6) COORDINATOR
 Natural: ● (21) ANALYZING COORDINATOR
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