



TTI
SUCCESS
INSIGHTS®

Family Relationships

Young Adult Version

Sample Report

9-9-2018

PO Box 724705

www.CompetitiveEdgeInc.com | 770.487.6460

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Introduction



Behavioral research suggests that the most effective people are those who understand themselves, both their strengths and weaknesses, so they can develop strategies to meet the demands of their environment.

A person's behavior is a necessary and integral part of who they are. In other words, much of our behavior comes from "nature" (inherent), and much comes from "nurture" (our upbringing). It is the universal language of "how we act," or our observable human behavior.

In this report we are measuring four dimensions of normal behavior. They are:

- How you respond to problems and challenges.
- How you influence others to your point of view.
- How you respond to the pace of the environment.
- How you respond to rules and procedures set by others.

This report analyzes behavioral style; that is, a person's manner of doing things. Is the report 100% true? Yes, no and maybe. We are only measuring behavior. We only report statements from areas of behavior in which tendencies are shown. To improve accuracy, feel free to make notes or edit the report regarding any statement from the report that may or may not apply, but only after checking with friends or colleagues to see if they agree.

"All people exhibit all four behavioral factors in varying degrees of intensity."

—W.M. Marston

General Statements



Understanding yourself and others is the first step toward developing effective communication. Based on Sample's responses, the report has selected statements to provide a basis for understanding his behavior. Read each statement and discuss it with other family members. Eliminate any statement which EVERYONE agrees does not apply.

- I become enthusiastic about things very easily and sometimes people see my enthusiasm as being overly enthusiastic.
- I like to make up my own activities.
- I sometimes mask my true feelings in friendly terms.
- I always look for the good in people and things.
- Some may see me as a free spirit.
- Sometimes I rush so fast in doing things that I don't do as good a job as I really could.
- I will seldom ask my parents for a favor unless the environment is friendly.
- I am a creative problem-solver.
- I prefer conversation that is stimulating, fun-loving and fast-moving.
- I enjoy persuading others to my way of thinking by talk, talk, and more talk.
- I project self confidence.
- I can be quickly aroused and highly excited by those who influence me.
- I can be motivated by status power.
- I tend not to be precise about the use of my time and may be late because I was talking too much to my friends.
- I tend to make quick decisions and worry about the consequences later.
- I like to be a member of a winning team.
- Sometimes I get frustrated when doing much detail work.
- I will seek recognition through achievement whether it is good or bad.
- I want to be a friend to many people.
- I sometimes have trouble sitting still for long periods.

General Statements



- I can't wait for tomorrow because tomorrow will be a great day.
- I like an environment where I am free to talk.
- I feel good about myself and others.
- I like attention and sometimes show off to get this attention.
- I like to get others to do things for me.

Checklist for Communicating



This section of the report provides methods for communicating with Sample. Read and discuss each statement. Identify those statements which are most important to Sample. Share these statements with other family members. Make a list and practice using them in your daily communication with Sample.

- Use his jargon.
- Give deadlines for projects.
- Be isolated from interruptions for important talks.
- Understand that his sporadic listening is caused by his active mind.
- Plan time for relating and socializing.
- Be open, honest and informal.
- Give recognition and praise for superior performance.
- Encourage him to write down his goals and the action needed to achieve them.
- Share your feelings.
- Read his body language for approval or disapproval.
- Be stimulating, fun-loving and fast-moving.
- Verify that the message was heard.
- Talk about his goals and opinions.

Don'ts on Communicating



This section of the report lists the things NOT to do when communicating with Sample. Read each statement and identify those that result in frustration or ineffective communication. Share them with all family members so they can refrain from using these methods.

- Don't talk down to him.
- Don't solve his problems for him all the time. If it's his problem let him solve it. Listen to his solutions.
- Don't be cool and distant. He prefers a warm, friendly environment.
- Don't dwell on small details or his mind will wander to other activities, thus not hearing what you said.
- Don't forget to follow up and check on his promises.
- Don't overcontrol the conversation. Remember, he likes to talk.
- Don't talk too slow or his mind will wander.
- Don't take credit for his ideas.
- Don't leave decisions hanging in the air.
- Don't dictate to him in all aspects of his life. He will be turned off by overcontrol.
- Don't become upset when he shows off.

Descriptors



Based on Sample's responses, the report has marked those words that describe his personal behavior. They describe how he solves problems and meets challenges, influences people, responds to the pace of the environment and how he responds to rules and procedures set by others.

Driving	Inspiring	Relaxed	Cautious
Ambitious	Magnetic	Passive	Careful
Pioneering	Enthusiastic	Patient	Exacting
Strong-Willed	Persuasive	Possessive	Systematic
Determined	Convincing	Predictable	Accurate
Competitive	Poised	Consistent	Open-Minded
Decisive	Optimistic	Steady	Balanced Judgment
Venturesome	Trusting	Stable	Diplomatic
Dominance	Influence	Steadiness	Compliance
Calculating	Reflective	Mobile	Firm
Cooperative	Factual	Active	Independent
Hesitant	Calculating	Restless	Self-Willed
Cautious	Skeptical	Impatient	Obstinate
Agreeable	Logical	Pressure-Oriented	Unsystematic
Modest	Suspicious	Eager	Uninhibited
Peaceful	Matter-of-Fact	Flexible	Arbitrary
Unobtrusive	Incisive	Impulsive	Unbending

Action Plan



To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

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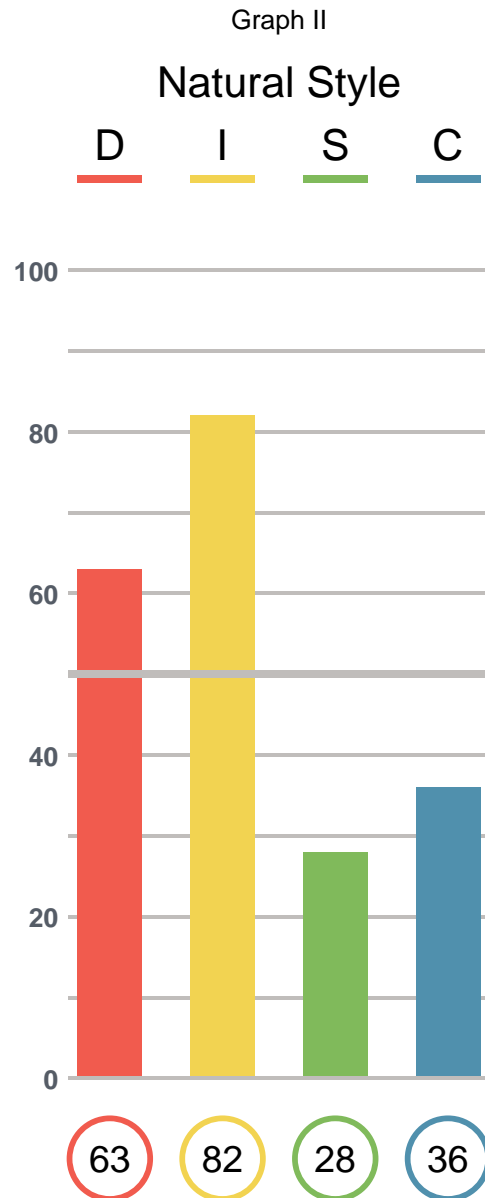
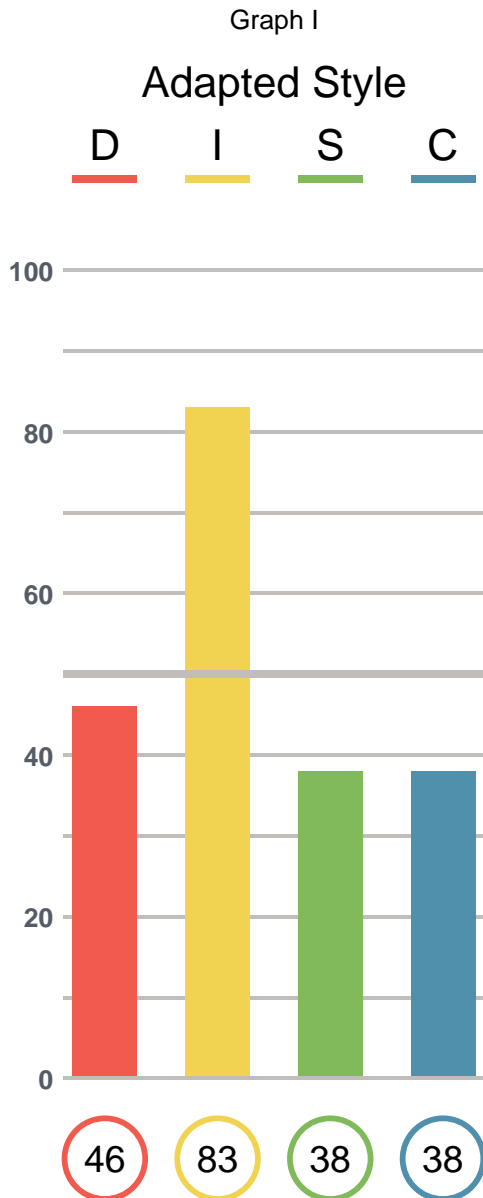
- 1.
- 2.
- 3.

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: _____



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Sample Report

The TTI Success Insights® Wheel



The TTI 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.

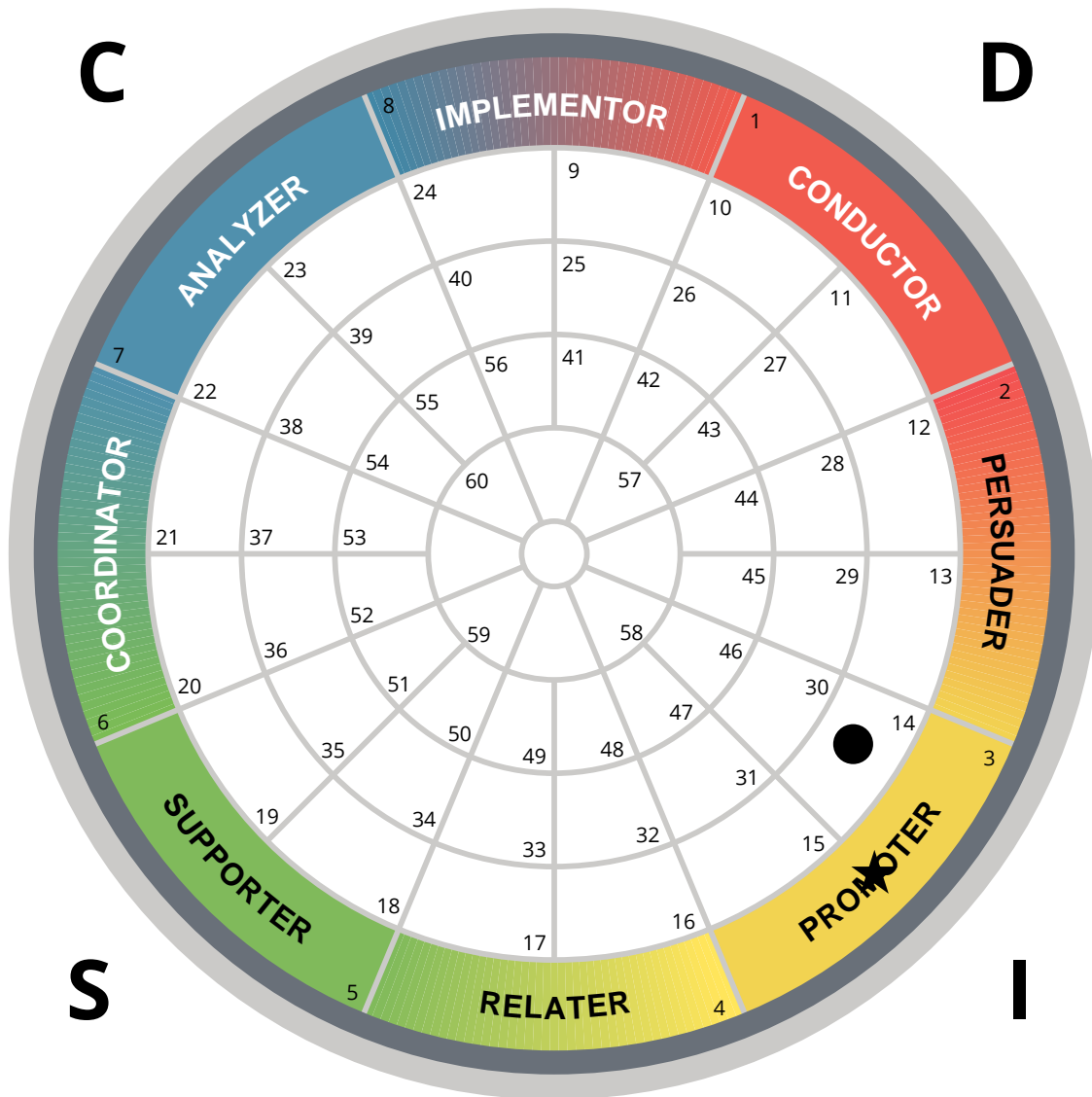
If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able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

The TTI Success Insights® Wheel



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Adapted: ★ (3) PROMOTER
 Natural: ● (14) PERSUADING PROMOTER
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