



TTI
SUCCESS
INSIGHTS®

Family Relationships

Adult Version

Sandra Sample

1-15-2021

TTI Success Insights
Scottsdale, AZ 85255
480-443-1077
11-27-2023



TTI
SUCCESS
INSIGHTS®

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 Sandra's responses, the report has selected statements to provide a basis for understanding her behavior. Read each statement and discuss it with other family members. Eliminate any statement which EVERYONE agrees does not apply.

- Other family members need to understand your necessity for affection and security in your role.
- Others in the family need to provide you with honest feedback about your particular role in the family.
- You find following the direction of others especially easy if you have respect for them.
- You have the unique ability to wear well with all types of people.
- Most other family members are not aware of your need for constant appreciation and help.
- You usually want more for your family members than you want for yourself.
- Sometimes you may be so eager to please that you are manipulated by other family members.
- You are quick to offer your friendship and help to others who need you.
- You prefer avoiding intense, bad feelings or conflict situations.
- As a parent you generally assist others in understanding and tolerating a situation rather than engaging in an activity to attack the problem.
- Sometimes you feel uneasy about doing a particular family activity but tend to withhold this feeling until the last moment. You may hope that something else will come up and you will not have to go through with the activity.
- As a parent you want to give your children everything that you possibly can and sometimes feel hurt because of the lack of appreciation for your giving nature.
- You prefer to gracefully remove yourself from a situation rather than confront it directly.
- To improve as a parent you must maintain your casual, friendly style but work on setting and achieving family goals.
- Sometimes you want to avoid problems rather than face them and solve them.
- Sometimes you develop the helper role rather than the parent role.
- Your listening skills often put other family members totally at ease.
- You sometimes are more concerned about other family members feeling good than about household duties.

General Statements



- Sometimes you would rather follow than lead in making family decisions.
- You tend to avoid conflict and dissension in dealing with other family members.
- You like to be seen as diplomatic and thoughtful.
- You place a high value on the quality of family life.
- You would rather solve conflict in the family than be an active participant in the conflict.
- At times you can be seen as tough and stubborn, particularly when you are under pressure or tension.
- People tend to judge your parenting skills based on your determination and persistence to be warm and affectionate.

Checklist for Communicating



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

- Show sincere interest in her as a person; be candid and open.
- Look for hurt feelings, personal reasons, if you disagree.
- Provide guarantees that her decision will minimize risks; give assurance that provides her with benefits.
- Talk about her, her goals and opinions she finds stimulating.
- Ask "how?" questions to draw her opinions.
- Read the body language for approval or disapproval.
- Use enough time to be stimulating, fun-loving, fast-moving.
- Provide a warm and friendly environment.
- Plan interaction that supports her dreams and intentions.
- Leave time for relating, socializing.
- Offer special, immediate and extra incentives.
- Patiently draw out personal goals and work with her to help her achieve those goals; listen; be responsive.

Don'ts on Communicating



This section of the report lists the things NOT to do when communicating with Sandra. 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 rush headlong into the problems of the day.
- Don't be vague; don't offer opinions and probabilities.
- Don't be curt, cold, or tight-lipped.
- Don't drive on to facts and figures.
- Don't keep deciding for her, or she'll lose initiative; don't leave her without backup support.
- Don't be dogmatic.
- Don't debate about facts and figures.
- Don't be domineering or demanding; don't threaten with position power.
- Don't spend excessive time on the details, put them in writing, and pin her to modes of action.
- Don't leave decisions hanging in the air.
- Don't be abrupt and rapid.
- Don't waste time trying to be impersonal, judgmental, or too task-oriented.
- Don't force her to respond quickly to problems; don't say "Here's how I see it."

Descriptors



Based on Sandra's responses, the report has marked those words that describe her personal behavior. They describe how she solves problems and meets challenges, influences people, responds to the pace of the environment and how she 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.

To relate more effectively with _____, I need to:

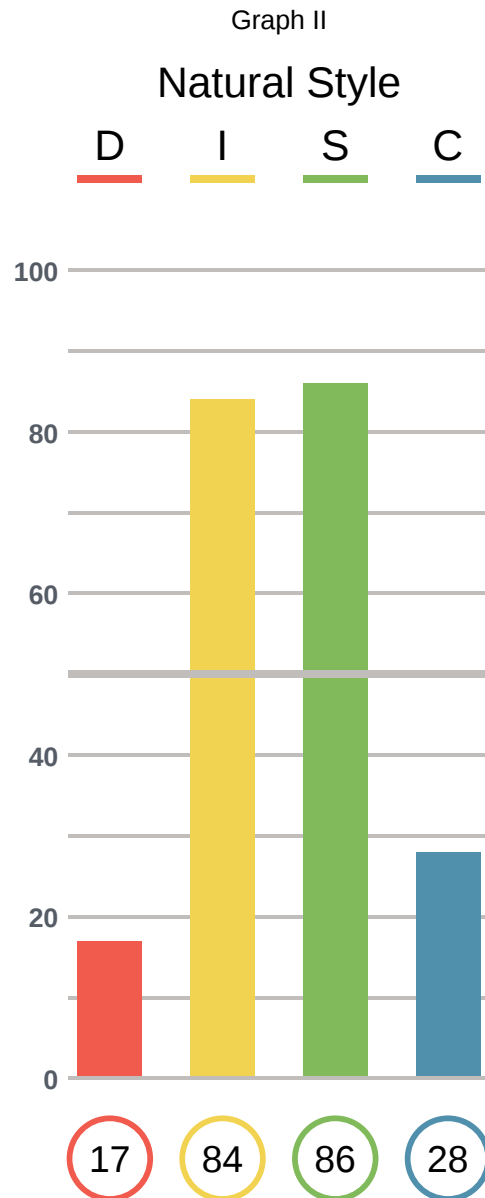
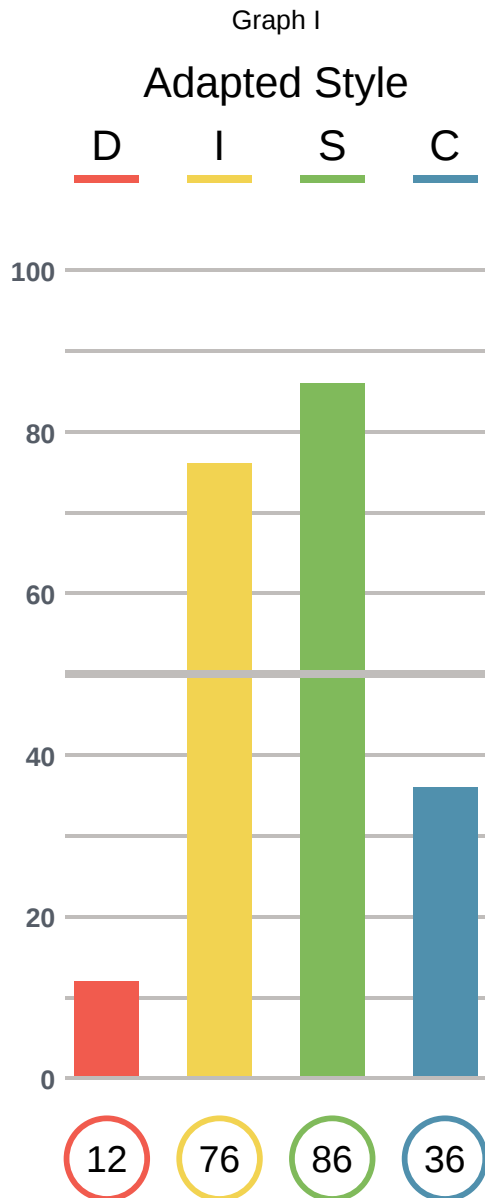
- 1.
- 2.
- 3.

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: _____



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.

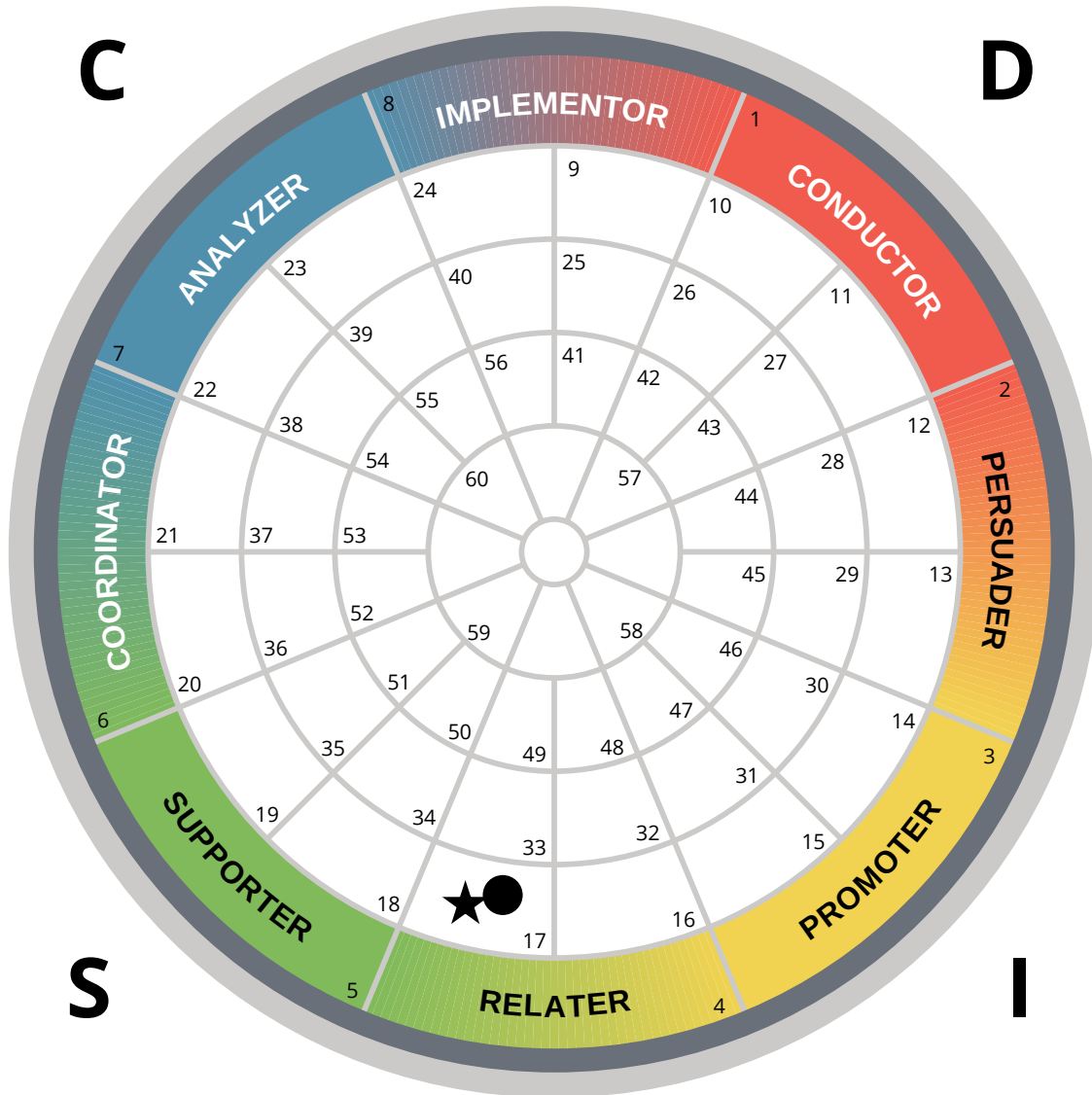
If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able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

The TTI Success Insights® Wheel



Sandra Sample

1-15-2021



Adapted: ★ (17) SUPPORTING RELATER
 Natural: ● (17) SUPPORTING RELATER
 Norm 2017 R4