



TTI
SUCCESS
INSIGHTS®

Family Relationships

Young Adult Version

Samantha Sample

5-8-2023

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 Samantha'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.

- I will seldom ask my parents for a favor unless the environment is friendly.
- As a baby sitter, I may have trouble disciplining the children.
- I can be both a leader and a follower.
- I can be influenced greatly by people I respect.
- I like to be seen as a team player.
- I like to do things my own way.
- I'm very good at working with other people.
- I'm willing to accept others for what they are.
- I sometimes mask my true feelings in friendly terms.
- I like recognition for my achievements. The more people know about my achievements the better.
- I like to gain attention from others by talking.
- I can be motivated by status.
- I enjoy having friends come to the house.
- I sometimes become very cooperative when I want to ask to do something for myself.
- 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 can be very sensitive to criticism if confronted in front of others.
- I like to be seen as a winner and like to identify with other winners.
- I like to be seen as the life of the party.
- Some may see me as a free spirit.
- I like others to ask for my opinion.
- I like to be seen as flexible and sometimes I am so flexible I get into trouble.

General Statements



- Sometimes I may be so excited about what I have to say that I forget and interrupt people while they are talking.
- I like others to listen to me when I am talking.
- I tend to be somewhat imprecise about the use of my time.

Checklist for Communicating



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

- Encourage her to write down her goals and the action needed to achieve them.
- Be careful you don't intimidate with your size, position or tone of voice. When intimidated she will not feel free to share what you need to hear.
- Provide a warm, friendly environment.
- Talk about her goals and opinions.
- Take your time and be persistent.
- Plan time for relating and socializing.
- Give a time table for the completion of projects. Be realistic.
- Give recognition and praise for superior performance.
- Plan interaction that supports her dreams and goals. Lead conversation to a plan that will result in achieving her dreams or goals.
- Be sincere.
- Provide ideas for the action needed to achieve her goals.
- Be accurate and realistic with your comments.
- Allow her time to think.

Don'ts on Communicating



This section of the report lists the things NOT to do when communicating with Samantha. 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 force her to make a quick decision. She needs time to think it through.
- Don't leave decisions hanging in the air.
- Don't be unrealistic with deadlines.
- Don't overcontrol the conversation. Remember, she likes to talk.
- Don't scream at her. Control your anger.
- Don't make promises you cannot deliver or have no intention of delivering.
- Don't speak when your thoughts are not organized.
- Don't leave instructions open for interpretation. Remember, she will take the risk to show you the loopholes.
- Don't be cool and distant. She prefers a warm, friendly environment.
- Don't talk down to her.

Descriptors



Based on Samantha'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:

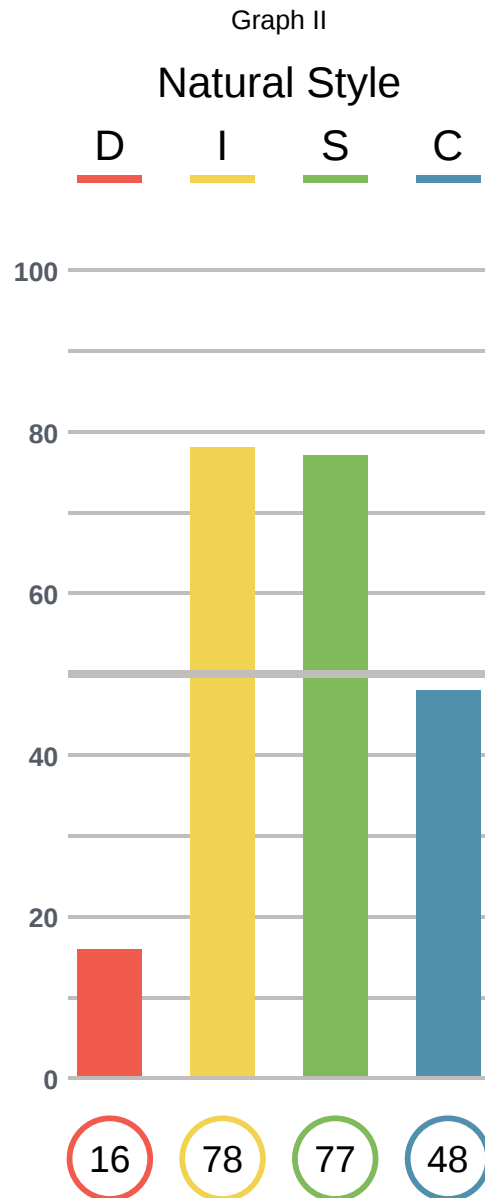
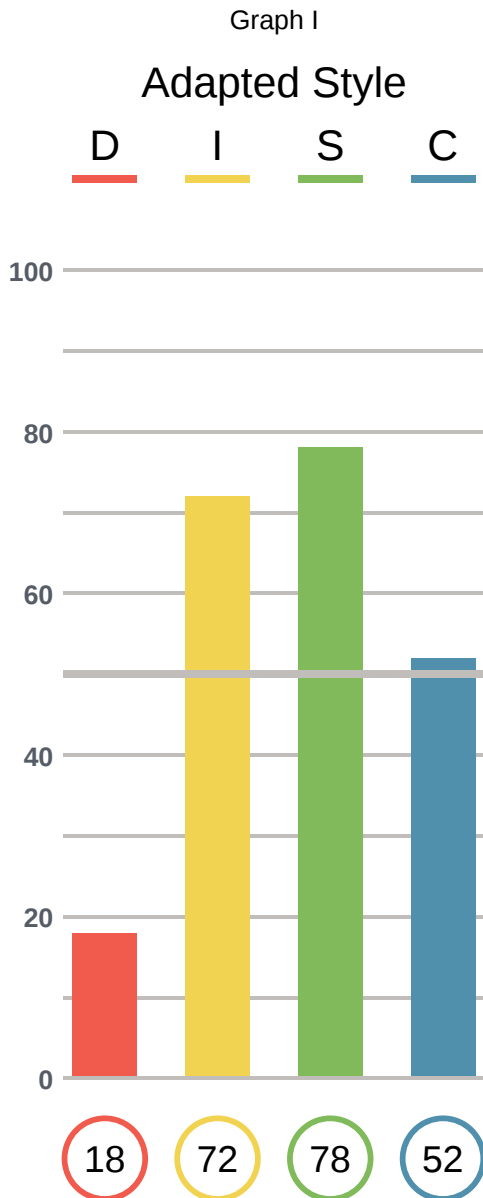
- 1.
- 2.
- 3.

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: _____



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Samantha Sample

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.

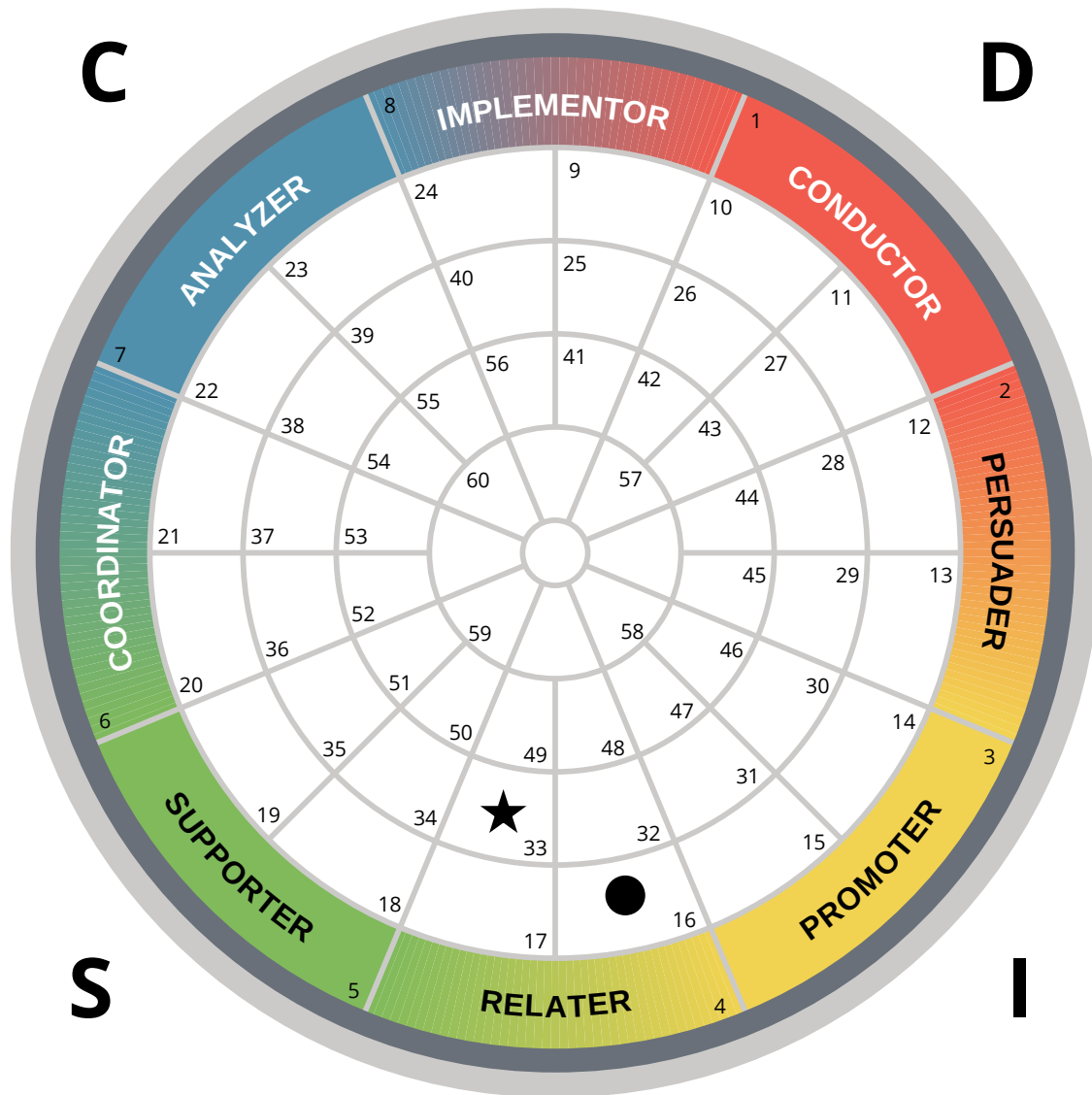
If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able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

The TTI Success Insights® Wheel



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5-8-2023



Adapted: ★ (33) SUPPORTING RELATER (FLEXIBLE)

Natural: ● (16) PROMOTING RELATER

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