



TTI
SUCCESS
INSIGHTS®

Relationship Insights™

Comparison Report

Tom Sample and Lauryn Sample

10-7-2022

Table of Contents



Introduction	3
Current Wants	4
Relationship Strengths	5
Keys to Communication	6
Barriers to Communication	7
Hindering Factors	8
DISC and Driving Forces Graphs	9
The TTI Success Insights® Wheel	10

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 Tom and Lauryn. 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.

Tom may want:

- Others to behave with the same sense of urgency.
- Opportunity to talk about your ideas and prove your skills.
- Many activities, so there is never a dull moment.
- Recognition for your achievements.
- Freedom to do what you want to do.
- New challenges and problems to solve.
- Freedom to act independently from time to time.
- To be seen as a leader.

Lauryn may want:

- A supportive environment where you do not have to display great emotion.
- Fewer changes, if many changes have occurred recently.
- Time away occasionally--you value your privacy.
- Time to think things over before making a commitment.
- Better planning for change in the future.
- Others to adhere to your high standards.
- Respect among peers and friends for your quiet manner.
- Freedom from pressure to perform or to act quickly without precedent.

Relationship Strengths



This section identifies specific talents and behavior Tom and Lauryn 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.

Tom's Strengths:

- Quick wit and sense of humor.
- Ability to change gears quickly and often.
- Self-starter--won't wait until told to do something.
- Initiate new activities.
- Never a dull moment.
- Ability to handle many activities simultaneously.
- Spontaneous ideas for new activities and things to do.
- Sense of urgency in getting things off and running quickly.

Lauryn's Strengths:

- Dependable partner.
- Are diplomatic with everyone.
- An excellent listener to the concerns and ideas of others.
- Sincere in what you say and do.
- Work hard for everyone's satisfaction.
- Being a good citizen.
- Supportive of others.
- Very patient with others.

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 Tom

- Talk about new ideas, innovations and activities.
- Take issue with the facts, not the person, if you disagree.
- Present ideas logically--be efficient.
- Omit the details and get to the "bottom line."
- Provide questions and choices for making decisions.
- Be ready at the exact time.
- Be brief, clear and to the point.
- Motivate and persuade by referring to objectives and RESULTS.

Ways to Communicate with Lauryn

- Prepare your "case" in advance--do your homework.
- Take your time and proceed slowly.
- Ask "How" questions to draw out opinions.
- Start with a personal comment to "break the ice."
- If you disagree, organize your thoughts before confronting your partner.
- Support principles.
- Provide personal support and assurance.
- Be responsive toward ideas and commitments.

Barriers To Communication



This section of the report is a list of things NOT to do while communicating with either Tom and Lauryn. 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 Tom

- Don't dictate.
- Don't talk down.
- Don't use a patronizing or paternalistic approach.
- Don't be vague, or leave cloudy issues.
- Don't forget to follow up on what is agreed on regarding plans or follow through.
- Don't assume others hear what is said.
- Don't be put off by cockiness or impatience--it is not meant maliciously.
- Don't be disorganized, messy or forget things.

Ways NOT to Communicate with Lauryn

- Don't force a response quickly.
- Don't be messy or haphazard.
- Don't patronize or demean.
- Don't manipulate or bully into agreement.
- Don't fail to follow through with the commitment.
- Don't leave with a feeling of no support.
- Don't be unrealistic with deadlines and quick expectations.
- Don't be disorganized.

Hindering Factors



The list below is an analysis of possible hindering factors with regard to relationships for Tom and Lauryn. 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 Tom

- You set standards so high they become difficult to meet.
- You are a one-way communicator--you don't listen to the whole story before introducing an opinion.
- You have difficulty telling others what to do--you are too impatient to wait.
- In social situations, you are a selective listener, hearing only what you want to hear.
- You are so concerned with the big picture, you forget to see the little pieces.
- You are critical if others don't measure up to your standards.
- You solve problems for others; but before acting you should ask, "Whose problem is it?"
- You take on too much, too soon, too fast.

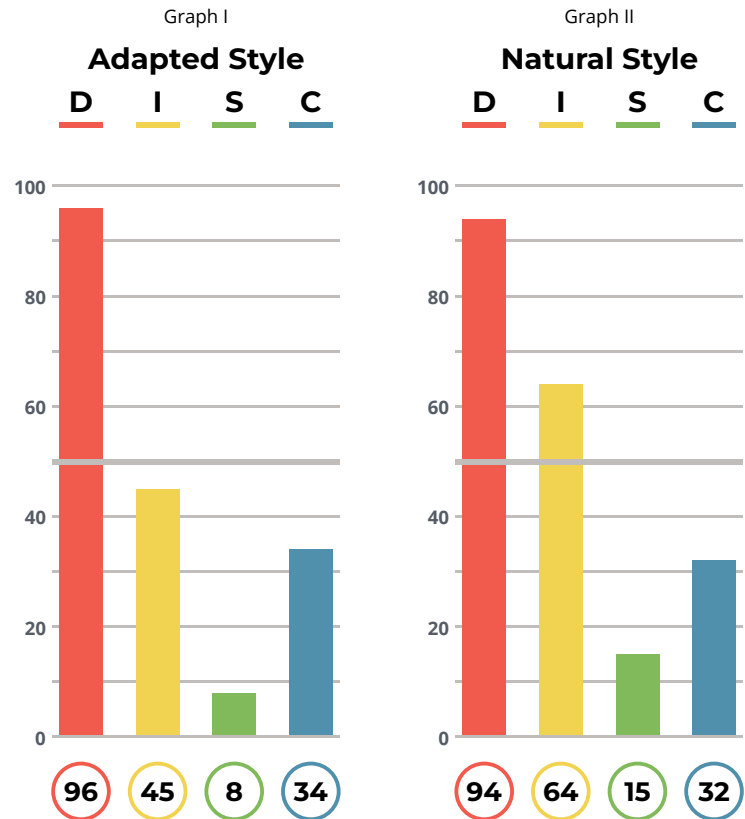
Possible Limitations for Lauryn

- You rely on others to make certain high-risk decisions pertaining to the relationship, rather than leading or helping in the decision process.
- You hesitate to act without having experience with a situation; as a result, if you must act on something "new," you may not make a decision at all.
- You sometimes are overly suggestible and too much of a follower.
- You have difficulty making decisions--all decisions become difficult decisions.
- You yield your position or opinion to avoid controversy or interpersonal hostility.
- You are so nondemonstrative, that others might question what your "real" motives might be.
- You want all interpersonal relationships to be based on cooperation, not competition.
- You become defensive when threatened.

DISC and Driving Forces Graphs



Tom Sample:



Lauryn Sample:



The TTI Success Insights® Wheel



- Tom Sample
- Lauryn Sample

