

TTI
SUCCESS
INSIGHTS®

Relationship Insights™

Comparison Report

John Smith and Samantha Sample

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THE DISC AGENCY

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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 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 analysing the wants of John and Samantha. People are motivated and influenced by the things that they want. Wants that are satisfied no longer motivate. Analyse each statement produced in this section and highlight those that are present "wants" for each person.

John may want:

- Recognition for your achievements.
- Opportunity for personal involvement.
- New challenges and problems to solve.
- A social environment spiced with change.
- As much travel as possible: short trips, long trips and excursions.
- Plenty of action.
- To be seen as a leader.
- More time in the day for both work and play.

Samantha may want:

- Scheduled activities with no haphazard or unplanned activity.
- Activities that may involve friends.
- Status quo.
- Sincerity offered from others.
- A feeling of security.
- An environment free from conflict or hostility.
- Time and opportunity to weigh pros and cons of decisions.
- Identification with your social group.

Relationship Strengths



This section identifies specific talents and behaviour John and Samantha each bring to a personal relationship. Socially, we need people who have different strengths to offer. Use this information to develop a system to capitalise on the particular strengths of each person.

John's Strengths:

- Never a dull moment.
- Enthusiastic about activities and involvement.
- Very optimistic; make others feel good about themselves.
- Challenge the status quo--exciting to be around.
- Self-starter--will not wait until told to do something.
- Initiate new activities.
- Motivate others toward positive goals.
- "Life-of-the-Party" involvement with others.

Samantha's Strengths:

- Look for practical, useful solutions, rather than creative or untested ones.
- Good at reconciling.
- Dependable partner.
- Respect the property of others.
- Sincere in what you say and do.
- Bring a feeling of security and stability.
- Loyal team player.
- Will gather facts before offering an opinion.

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 John

- Be brief, clear and to the point.
- Be prepared to listen to many stories.
- Take issue with the facts, not the person, if you disagree.
- Ask specific questions--preferably "WHAT" questions.
- Provide options, rather than opinions.
- Talk about expectations.
- Talk about new ideas, innovations and activities.
- Plan sufficient time to talk and listen.

Ways to Communicate with Samantha

- Provide personal support and assurance.
- Be responsive toward ideas and commitments.
- Ask "How" questions to draw out opinions.
- Support ideas for change with facts, figures and logic.
- Take time to be certain that you reach an agreement.
- Be sincere and use a tone of voice that shows sincerity.
- Start with a personal comment to "break the ice."
- Allow time to ask questions.

Barriers To Communication



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

- Do not plan on covering many facts.
- Do not be disorganised, messy or forget things.
- Do not hide your emotions or feelings.
- Do not be cool, aloof or tight-lipped.
- Do not direct or order things to be done.
- Do not be vague, or leave cloudy issues.
- Do not talk down.
- Do not dwell on facts regarding activities or plans.

Ways NOT to Communicate with Samantha

- Do not rush into the decision-making process.
- Do not threaten.
- Do not keep deciding; give time to make decisions.
- Do not push too hard, or be unrealistic with expectations.
- Do not leave with a feeling of no support.
- Do not be domineering or demanding.
- Do not force a response quickly.
- Do not talk in a loud voice or use confrontation.

Hindering Factors



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

- You take on too much, too soon, too fast.
- You are so concerned with the big picture, you forget to see the little pieces.
- You are critical if others do not measure up to your standards.
- You are argumentative--taking the devil's advocate position.
- In social situations, you are a selective listener, hearing only what you want to hear.
- You set standards so high they become difficult to meet.

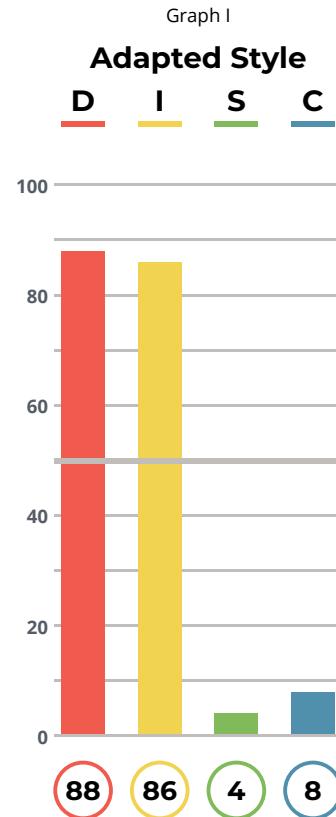
Possible Limitations for Samantha

- You give a false sense of compliance to direction.
- You wait for directions before acting.
- You evaluate all activities as number one priority, resulting in inefficiency in getting things done.
- You need encouragement in meeting new people, or starting new activities.
- You take criticism personally.
- You resist new and innovative activities.
- You lack vision and a strong imagination because of a concrete and reflective nature.
- You do not project a high sense of urgency in getting things done.

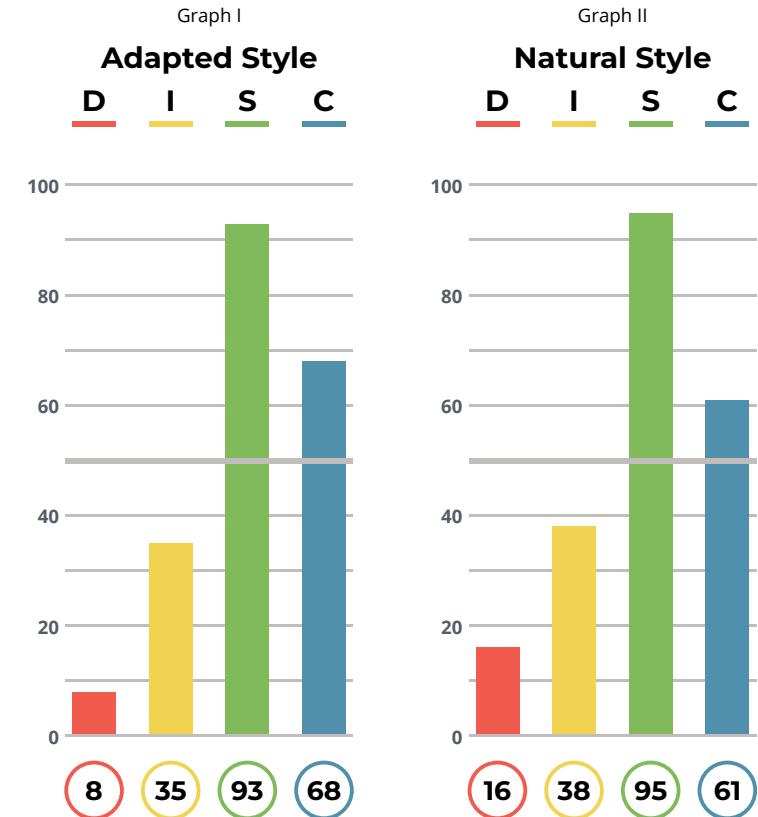
DISC and Driving Forces Graphs



John Smith:



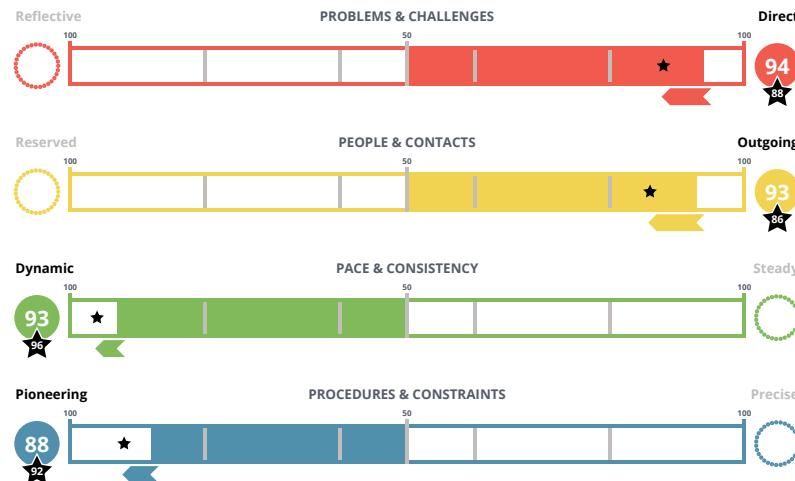
Samantha Sample:



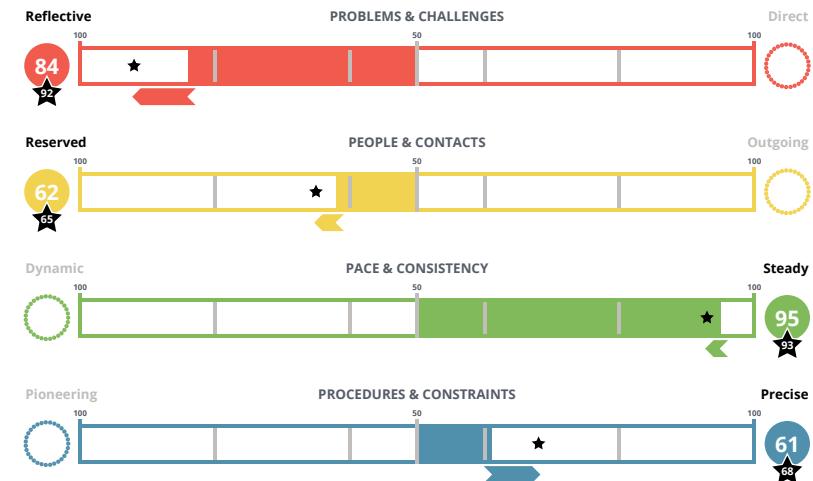
Behaviours Graphs



John Smith:



Samantha Sample:

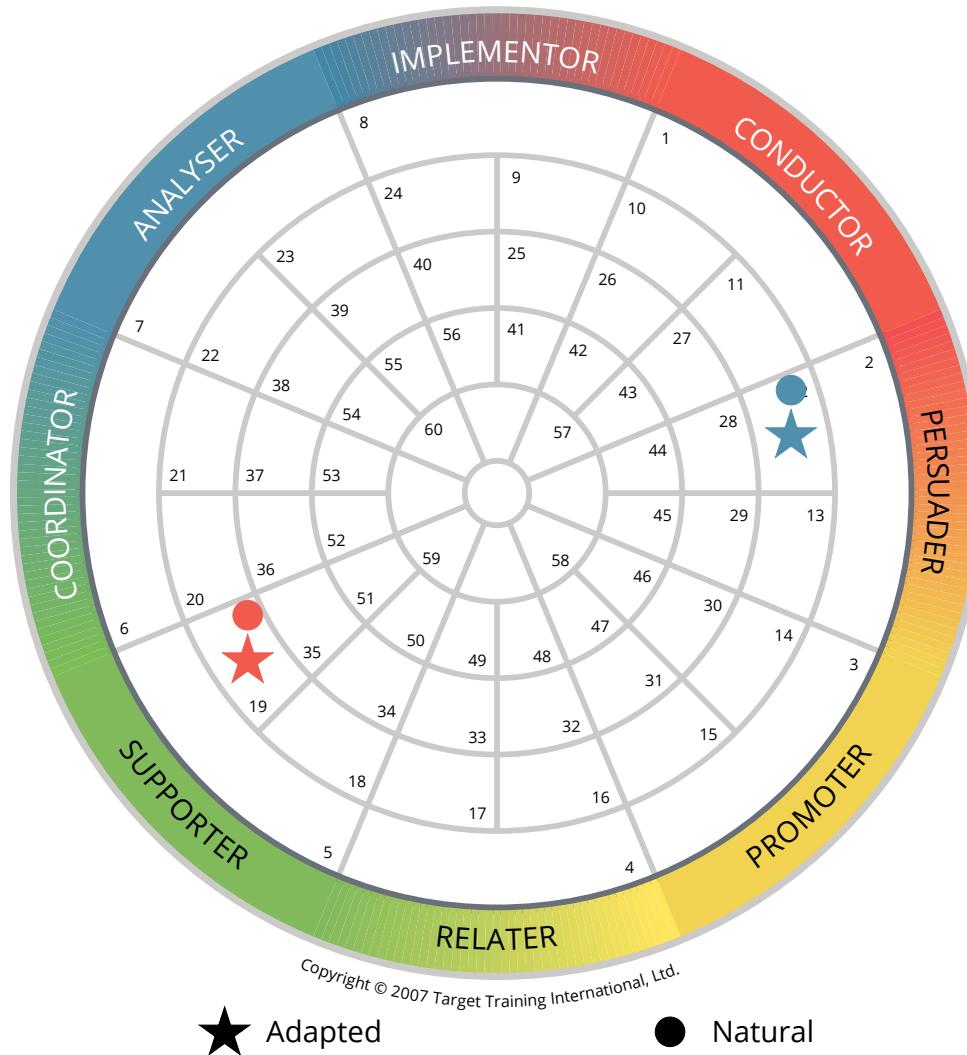


The Success Insights® Wheel



John Smith

Samantha Sample



★ Adapted

● Natural