



## Personal Behavioural Style

Project: ATD Denver

Focusperson: Sandra Smith

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Presented by:  
e-northamerica inc.

Front Page	Page 01
Contents	Page 02
Introduction	Page 03
Characteristics of the four types	Page 04
Radargraph - Behavioural tendencies	Page 05
Team Wheel	Page 06
Behavioural style	Page 07
Matrix – General Behaviour	Page 09
Work-related Behaviour	Page 10
Motivation Factors	Page 11
Spider Web	Page 12
Overall Graphical Presentation	Page 13
Development Plan	Page 14
Other Options	Page 15



This profile provides a picture of a person's behavior based on four tendencies. All people possess these four behavioral tendencies - but to different degrees. These four characteristics can be described by color-related energy.

People with significant **Red behavioral tendencies**:

Like to be in control of their surroundings - they want to achieve goals and obtain results.

People with significant **Yellow behavioral tendencies**:

Like to be at the centre of attention - they are innovative, outgoing, and convincing.

People with significant **Green behavioral tendencies**:

Pursue cooperation - they focus on people, are sociable, and prefer harmony.

People with significant **Blue behavioural tendencies**:

Seek known surroundings - they are careful and focus on precision and detail.

Everybody possesses all four tendencies - but to different degrees.

The relationship between the four tendencies creates a pattern providing more information about the focus person's preferences and preferred behavior.

The information provided in the profile is based on this pattern.

#### **Calculating the result**

Your responses (2 x 24 choices) express your own views on your behavior.

The result appears as four columns indicating your energy within the four tendencies.

The *MOST chart* reflects your self-image or how you would like to be ("The way I aim to be")

The *LEAST chart* gives a more neutral reflection of your self-image ("The way I am")

The *TOTAL chart* reflects the combination of your *MOST* and *LEAST* choices.

#### **Analysing the result**

Always pay attention to the score in the chart if it is close to the transition between the five segments of the diagrams. In this case, there is a risk of an inconclusive result which might influence the result. Therefore, the report must be given by an experienced user who can read a balanced definition of areas where there might be uncertainties.

The profile is compiled on the basis of the submitted *MOST* and *LEAST* answers.

The profile contains a description of the preferences that define the personality that best matches your results.

#### **Behavior and Personality**

Behavior is a combination of many factors - personality traits, attitudes, knowledge, etc.

It is especially important to note the interaction between personality and situation.

It can be summarized as: *Behavior = (Personality x Situation)*

#### **Use your report**





Remember that the descriptions and examples are never completely satisfactory.

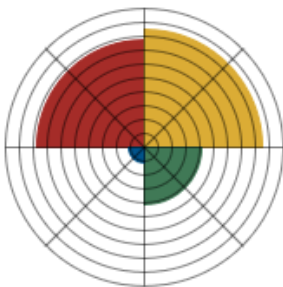
Remember, too, that there are no good or bad patterns. Use the profile as a tool to learn more about yourself and as a basis from which to develop your plans of action.

**Don't read too much into the result - instead, look for trends.**

**Always compare any test result with your own perception.**

**Seek additional feedback if there are inconsistencies.**

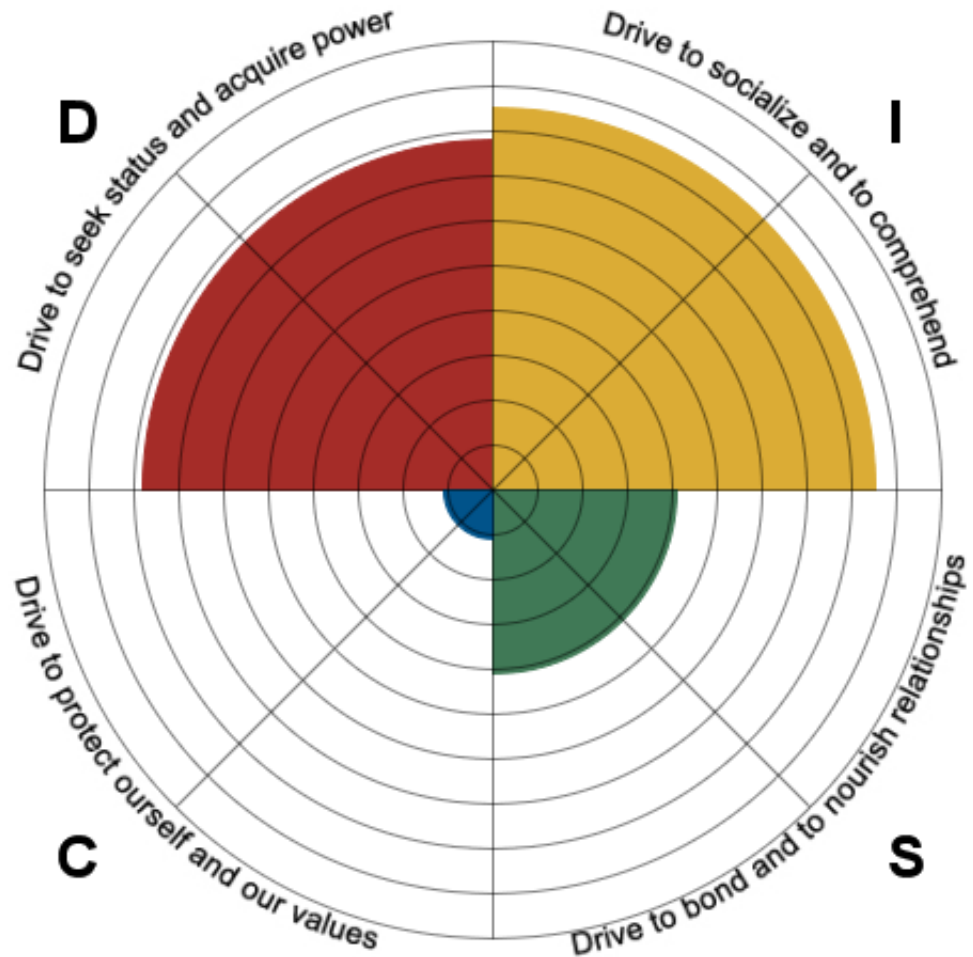
				
<b>Characteristics</b>	<ul style="list-style-type: none"> <li>• Dynamic</li> <li>• Focused</li> <li>• Powerful</li> <li>• Resourceful</li> </ul>	<ul style="list-style-type: none"> <li>• Outgoing</li> <li>• Innovative</li> <li>• Spontaneous</li> <li>• Enthusiastic</li> </ul>	<ul style="list-style-type: none"> <li>• Loyal</li> <li>• Stable</li> <li>• Friendly</li> <li>• People oriented</li> </ul>	<ul style="list-style-type: none"> <li>• Precise</li> <li>• Organised</li> <li>• Disciplined</li> <li>• Detail oriented</li> </ul>
<b>Motivated by</b>	<ul style="list-style-type: none"> <li>• Prestige</li> <li>• Influence</li> <li>• Making decisions</li> <li>• Creating results</li> </ul>	<ul style="list-style-type: none"> <li>• Freedom</li> <li>• Variation</li> <li>• Innovation</li> <li>• Contact with others</li> </ul>	<ul style="list-style-type: none"> <li>• Teamwork</li> <li>• Stability</li> <li>• Secure settings</li> <li>• Belonging to a group</li> </ul>	<ul style="list-style-type: none"> <li>• Structure</li> <li>• Professionalism</li> <li>• Clear guidelines</li> <li>• Delivering quality</li> </ul>
<b>"Fears"</b>	<ul style="list-style-type: none"> <li>• Defeat</li> <li>• Failure</li> <li>• Losing prestige</li> <li>• Losing influence</li> </ul>	<ul style="list-style-type: none"> <li>• Being alone</li> <li>• Limitations</li> <li>• Losing freedom</li> <li>• Rules and systems</li> </ul>	<ul style="list-style-type: none"> <li>• Insecurity</li> <li>• Fast changes</li> <li>• Personal conflicts</li> <li>• Be outside the group</li> </ul>	<ul style="list-style-type: none"> <li>• Time pressure</li> <li>• Losing control</li> <li>• Disorder, mess</li> <li>• Making mistakes</li> </ul>
<b>Manner of communication</b>	<ul style="list-style-type: none"> <li>• Direct</li> <li>• Controlling</li> <li>• Talking not listening</li> <li>• Concrete, outspoken</li> </ul>	<ul style="list-style-type: none"> <li>• Inspiring</li> <li>• Speaks a lot</li> <li>• Visible and noisy</li> <li>• Uses the entire body</li> </ul>	<ul style="list-style-type: none"> <li>• Dialogue</li> <li>• Listening</li> <li>• Considerate</li> <li>• Speaks gently</li> </ul>	<ul style="list-style-type: none"> <li>• Careful</li> <li>• Concrete</li> <li>• Controlled</li> <li>• Professional</li> </ul>
<b>Team role</b>	<ul style="list-style-type: none"> <li>• Whip</li> <li>• Executor</li> <li>• Initiator</li> <li>• Team leader</li> </ul>	<ul style="list-style-type: none"> <li>• Creative</li> <li>• Creates energy</li> <li>• Finds solutions</li> <li>• Positive atmosphere</li> </ul>	<ul style="list-style-type: none"> <li>• Involves</li> <li>• Solves conflicts</li> <li>• The social tasks</li> <li>• Pulls team together</li> </ul>	<ul style="list-style-type: none"> <li>• Documentation</li> <li>• Trouble-shooter</li> <li>• Ensures quality</li> <li>• Manages details</li> </ul>



## Characteristics

The radar chart to the left shows the tendencies in your profile.  
The matrix above describes typical characteristics of the four types.

- Which behavioral traits do you recognize in relation to your primary preference?
- Which behavioral traits do you see in relation to your secondary preference?
- Find specific examples

**What does the diagram show?**

The diagram shows a total outline of the four behavioral tendencies.

The total score is indicated for each of the four behavioral tendencies.

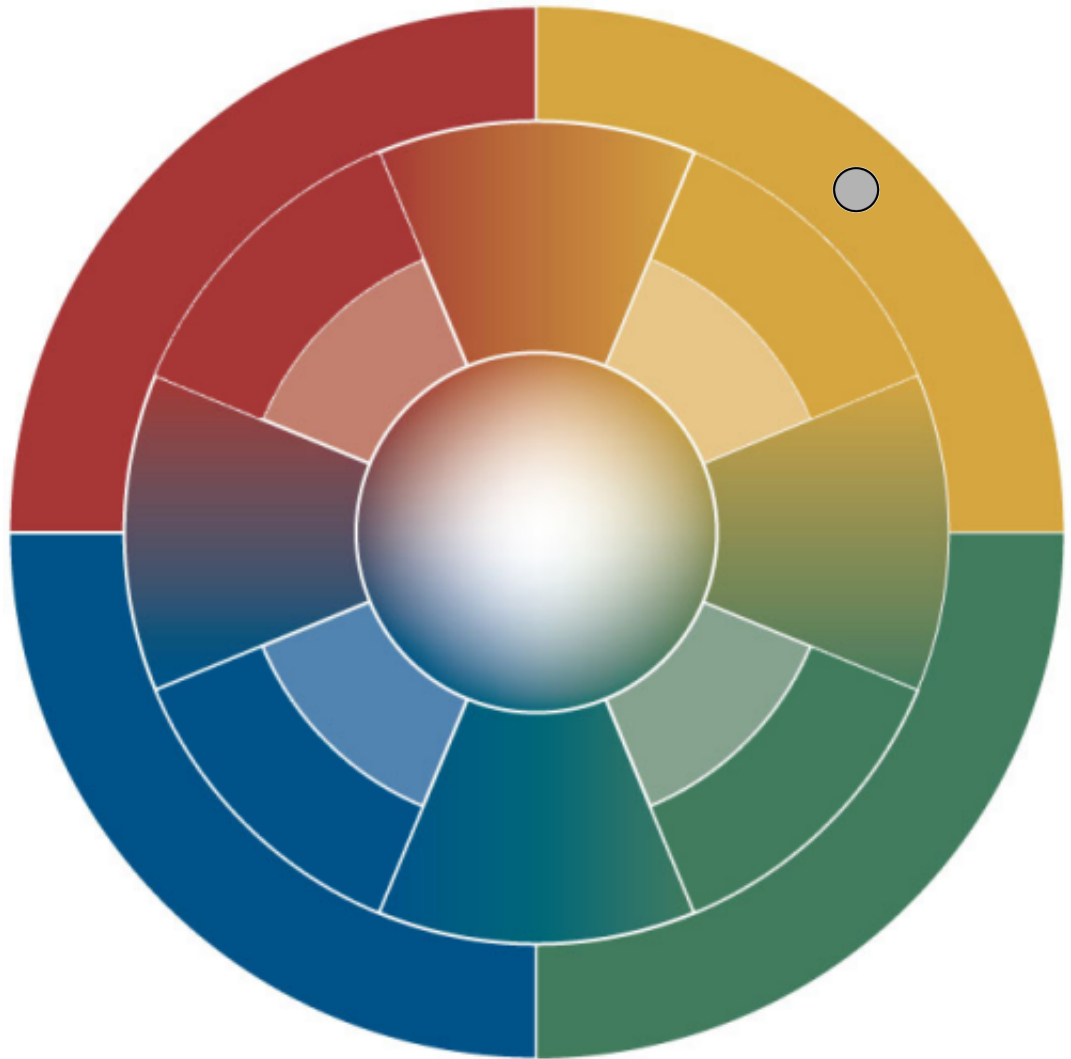
The size of the four areas indicates how significant the behavioral tendencies are.

**The plus marking**

For each of the four areas, the "acquired behavior" is marked with gray pluses.

Marks that are placed further out than the colored scores indicate that the focus person wishes to strengthen the specific tendency.

Marks that are placed closer to the centre than the colored scores indicate that the focus person wishes to moderate the specific tendency.

**What does the wheel show?**

The Team Wheel shows your preferred behavioral style.

Your location on the wheel is calculated based on your score for the four tendencies.

Your location on the wheel is calculated from your most characteristic behavioral tendencies.

The score in the outer ring indicates a profile with a high score in one particular area.

The score in the inner ring indicates a broad profile with levelled scores in three areas.

The score in other locations indicates a combined profile with high scores in two areas.

**Sandra Smith is most consistent with the behavioural type: Significant Yellow Energy.**

Sandra is spontaneous and enthusiastic and sees possibilities where other people see obstacles.

She is a typical initiator, she gets many ideas and sees innumerable possibilities.

Sandra easily comes across as enthusiastic and she often acts at a rapid pace.

She wants constant change and development.

Therefore, she requests highly motivating and varied work and may tend to go at it by herself.

There is little or no resistance to change.

On the contrary, she enjoys everything that is new and exciting and inspires others to also try new things.

Sandra often engages in many different things at the same time – maybe too many.

She is adventurous and courageous.

A personality that influences her surroundings with a crusading spirit and change.

She is not afraid to take chances because she believes that she can manage everything.

She prefers not to be governed and does not appreciate control and details.

She makes rules according to needs – at any given time, the end justifies the means.

Sandra thinks quickly, recognises "unusual approaches" and has a good sense of humour.

She often expresses herself with vivid and metaphorical language trying to convince other people about her own ideas and thoughts.

Sandra therefore easily creates a great enthusiasm around herself.

She is very talkative and very visible!

She is very extrovert and likes to be the centre of attention. She also likes to attend parties and to have people around her. Furthermore, she is a good communicator.

Sandra prefers an informal and relaxed atmosphere.

People immediately take a liking to her as she is often both funny and inspiring to be with.

She is often the centre of attention. However, Sandra primarily uses her acquaintances to gain appreciation and recognition, but she rarely gets deeply involved in other peoples' needs – so acquaintances rarely become close friendships.

Sandra is capable of functioning in a disorganised environment – and can be quite disorganised herself.

She can, however, become organised – if necessary – but it might be temporary and shallow, e.g. tidying her desk by hiding the mess in a drawer! It can be more permanent if she can see clear advantages by this.

Few incentives are needed to affect her motivation for having new goals and projects and, as a consequence, she can easily lose focus on projects that have been started.

The constant quest for new ways of doing things and the creation of new opportunities, combined with a lack of respect for the status quo, implies that she may appear as unpredictable.

**This is how Sandra is to work with:**

Sandra has a straightforward nature and is often good at making other people relax. She can break the ice in a group if the process is a little slow.

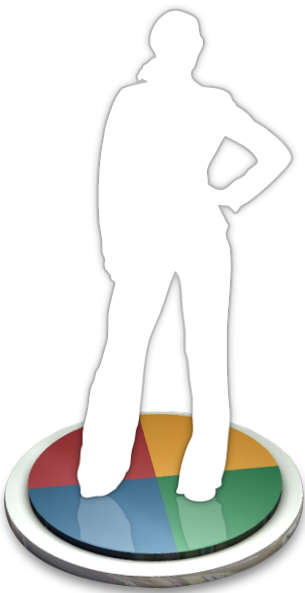
She often praises the people around her and pats them on the back  
- but finds it more difficult to handle criticism and conflicts.

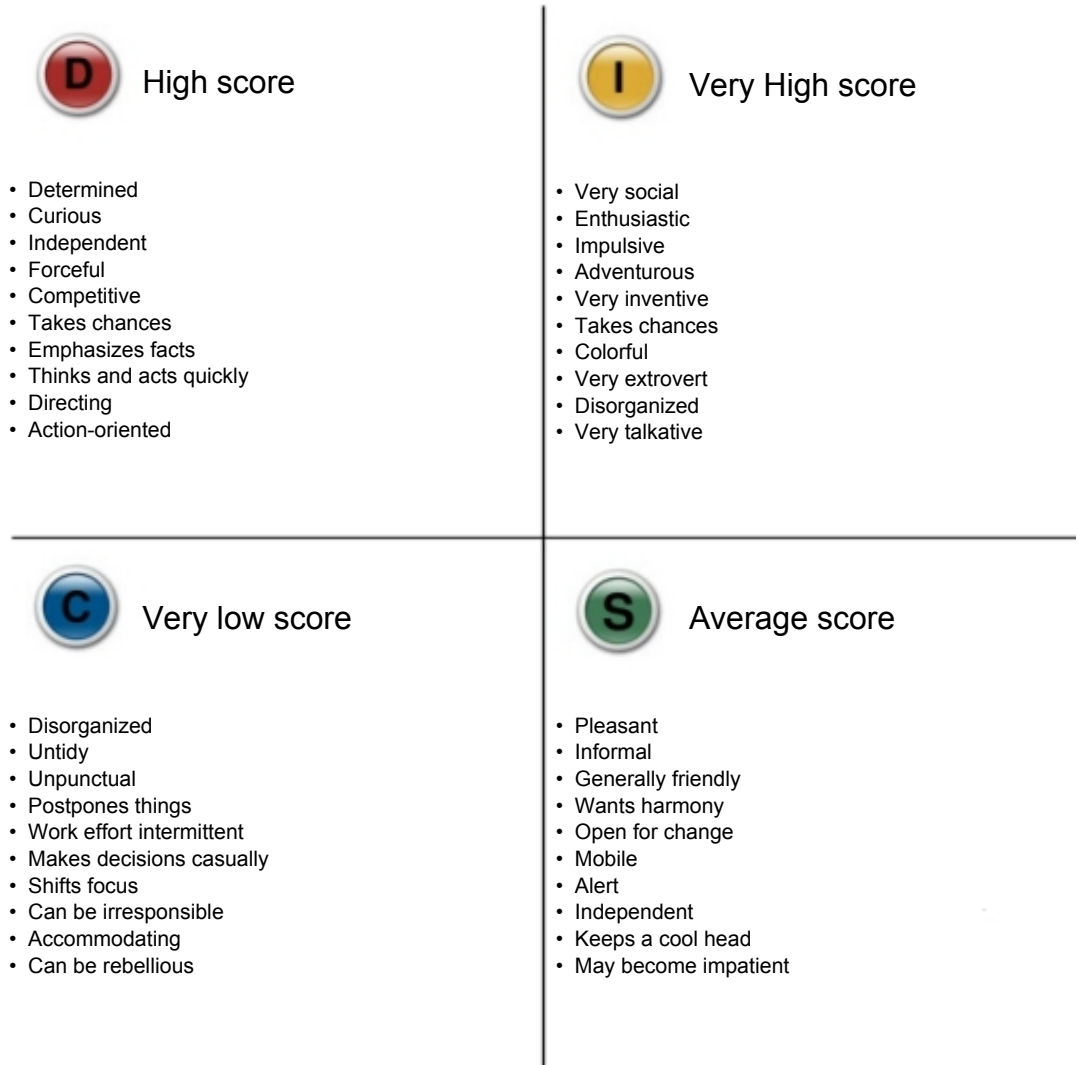
Sandra often finds it difficult to say no.

Sandra thinks that she can manage to do everything.  
she often does just that - but just as often, it happens that she does not manage what has been agreed and she tends to be late for appointments. Usually, this is due to the fact that she has estimated the time required too optimistically.  
She is rarely aware of the fact that other personality types may have a different attitude to such situations.

When she is under pressure, she can get careless and tend to let things slide or accept other peoples' attitudes and ideas without scepticism.

The overall attitude is: *See me – hear me!*



**What does the matrix show about Sandra?**

The matrix above shows examples of a typical behavior for Sandra.

The statements within each field have been selected from her actual scores.

The result in the matrix is thus individually calculated for each of the four factors.

**Guideline to the matrix**

- Mark the statements that you find match your own perception.
- Mark the statement that you find to be the least precise.
- Get a second opinion from people who know you – do they agree with your assessment?



#### What does the matrix show about Sandra?

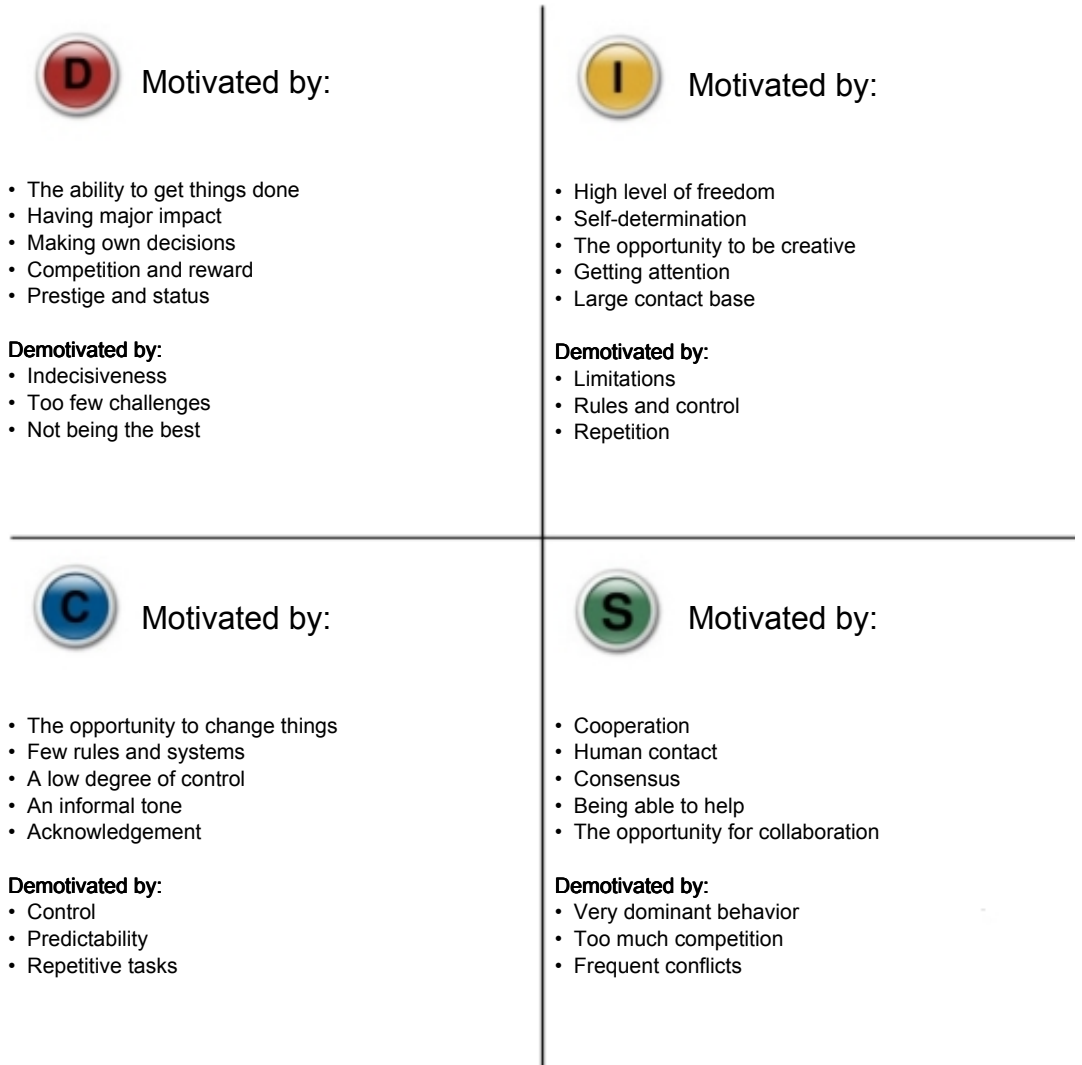
The matrix above shows examples of a typical behavior for Sandra.

The statements within each field have been selected from her actual scores.

The result in the matrix is thus individually calculated for each of the four factors.

#### Guideline to the matrix

- Mark the statements that you find match your own perception.
- Mark the statement that you find to be the least precise.
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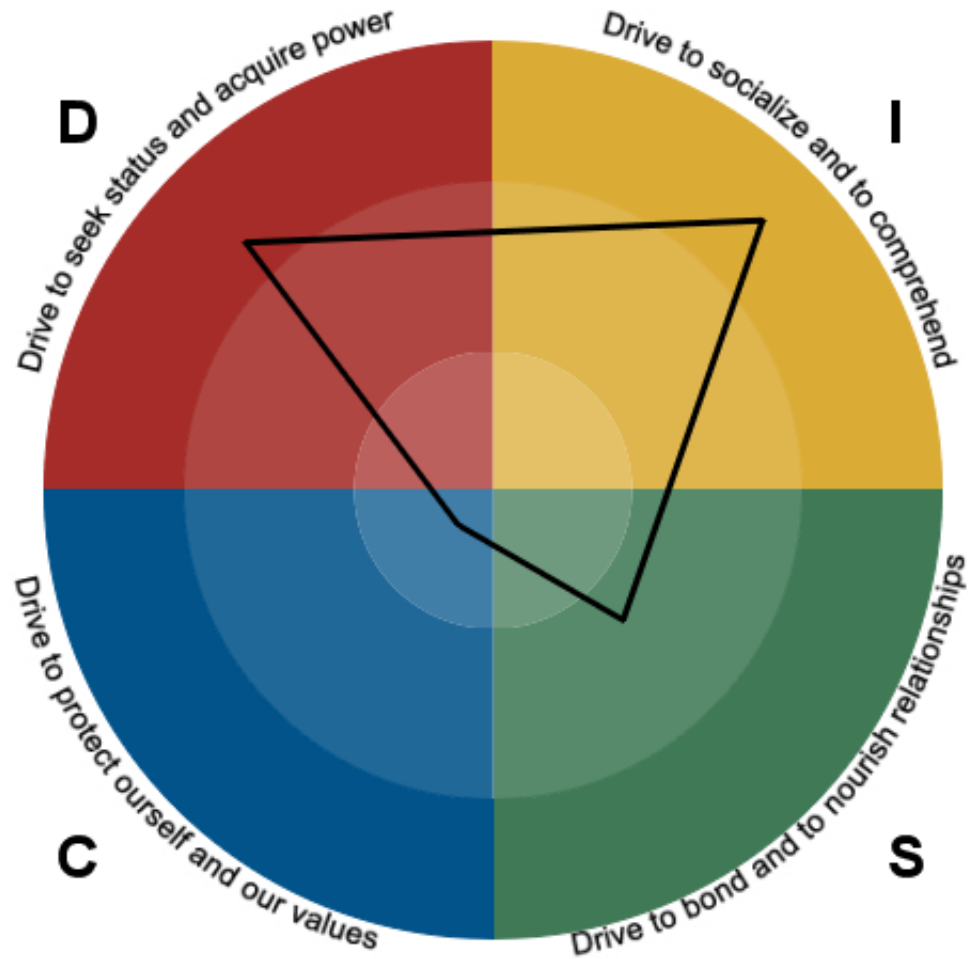


#### What does the matrix show about Sandra?

The matrix above shows examples of what motivates and what demotivates Sandra. The statements within each field have been selected from her actual scores. The result in the matrix is thus individually calculated for each of the four factors.

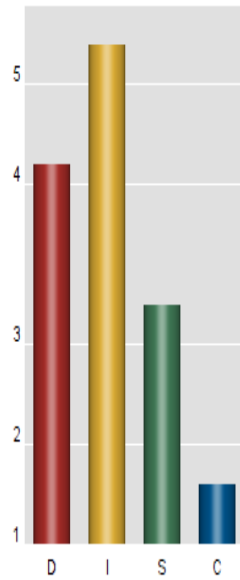
#### Guideline to the matrix

- Mark the statements that you find are matching your own perception.
- Mark the statement that you find to be the least precise.
- Get a second opinion from people who know you – do they agree with your assessment?

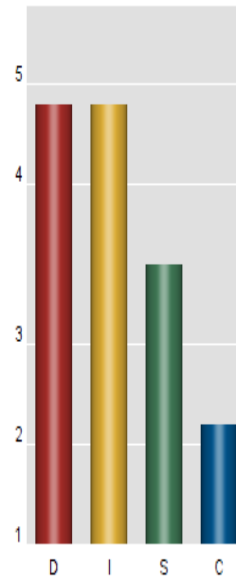
**What does the "Spiderweb" show?**

The matrix is a graphic presentation of the total result.  
The diagram gives an overview of the complete profile.  
The diagram is also used in the Team Profile.

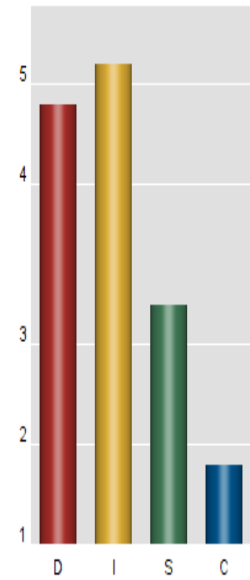
Acquired Behaviour



Intuitive Behaviour

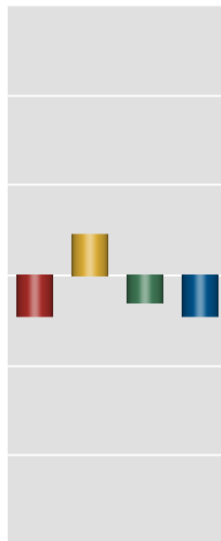


Total Graph

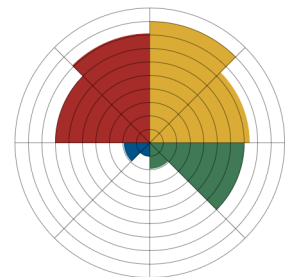
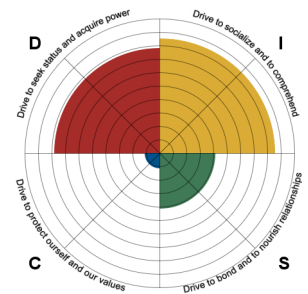


## Preference Flow

Seeking to increase



Seeking to reduce



**Identify and use your strengths**

Using your strengths provides energy, contentment and enthusiasm.

A strength may be overused; you can often increase your strength by moderating a behavioral pattern in areas where it is used excessively.

Weaknesses can often be *behavior that "does not come naturally"*.

NB: Weaknesses are often behavioral patterns that are complementary to your strengths.

**Use your strengths optimally**

How will you use your greatest strengths in the future?

How can you optimize your strengths - and stay on top?

**Strengthen your weak areas.**

Choose one or two areas - you cannot do everything at once.

Prioritize - and pick the "low-hanging fruit" first.

Current stage behaviour	My strengths now	Strengths I will preserve
Future stage behaviour	Behaviour I would like to develop	Behaviour I would like to avoid

## Other Profile and Analysis Tools

e-estimate international offers other profile tools targeted at different areas.  
Below, you will find a short presentation - find out more at [www.e-estimate.com](http://www.e-estimate.com)  
or contact us at: [info@e-estimate.com](mailto:info@e-estimate.com)

### **e-strength**

Based on positive psychology.  
Uncover your greatest personal strengths.  
Adapted to Business culture and based on a business norm group.

### **e-fivefactor**

The Five Factor model, also called Big Five, shows the five personality pillars.  
The profile is based on the International Personality Item Pool, the NEOAC model.  
Adapted to Business culture and based on a business norm group.

### **e-compass360**

A flexible tool tailored to a 360-degree feedback - for performance development.  
Quick and easy to use - comprehensive and comprehensible report

### **e-nalyzer**

A flexible survey tool for employee and customer satisfaction.  
Quick and easy to use - comprehensive and comprehensible report

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