



Sally Sampleton
5-22-2015



"Be Daring, Be First, Be Different."
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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 yourself. How you use this information will be directly related to your success in significantly improving your personal relationships.

This report identifies key areas for improving interpersonal relationships. Star those statements which are most important to you and if possible share why you feel they are important with someone. Remember, effective communication requires commitment.

*"All people exhibit all four behavioral factors in varying degrees of intensity."
–W.M. Marston*

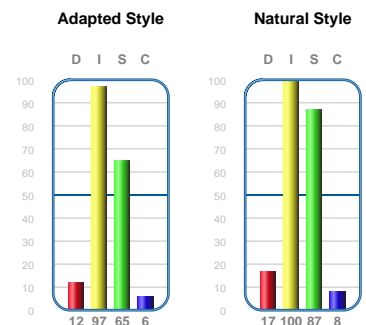


Based on your responses, the report has selected general statements to provide you with a broad understanding of your behavioral style. The statements identify the natural sensual behavior you bring to an interpersonal relationship. After reading the information, eliminate or modify any statement that you feel is not totally true.

The "life of the party" might characterize you when at parties or entertaining friends. You generally become involved with whatever social activities are taking place. You could benefit from help on setting appropriate priorities for yourself. You tend to procrastinate. You have to be with people. This extends into the need to gain popularity, achieve social recognition and influence those people around you. The "bottom-line" is a strong people orientation. You show a tendency to be tardy or late; your natural interest in people causes this. You are so busy with others that you lose track of time.

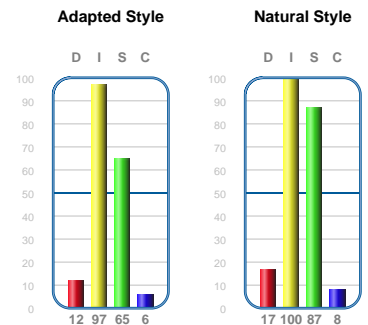
You project a strong desire to help others. You give so much of yourself that your own life can become disorganized. You can be intense when confronted with a tough problem. The intensity may not always fit the problem; that is, sometimes you can get intense over a problem that looks tough, but in actuality is not. Often you will display a tremendous sense of urgency to solve a problem. You like to solve it and get onto the next activity. When working on plans for activities, you must feel that you are "in on things." You will generally offer creative ideas or suggest activities.

You have a natural, outgoing style that some have labeled as the "natural salesperson." You are generally likable, talkative and socially assertive. Your primary intent is convincing or persuading people. Poised, confident, persuasive and impressive are descriptors for you. You are usually capable of speaking in a comfortable manner. One of your great strengths is your ability to communicate and talk readily. Since all strengths may be overused at times, you may sometimes talk





too much. You are a natural communicator. You love to talk, offer jokes and make sure that everyone is having a good time. This trait is especially evident at functions and outings.

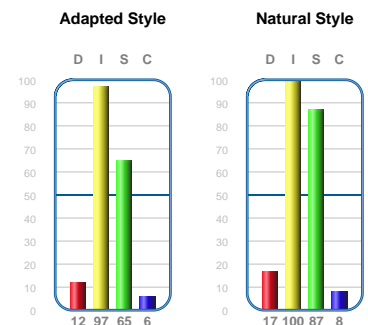




This section of the report was produced by analyzing your wants. People are motivated and influenced by the things that they want. Wants that are satisfied no longer motivate. Analyze each statement produced in this section and highlight those that are present "wants" for you. Periodically review this section to identify new wants and delete satisfied wants.

You may want:

- To be measured by the results obtained, not by the manner in which those results were accomplished.
- A friendly, favorable social environment.
- Support of your ideas and dreams.
- Exposure and recognition by those who really appreciate your results and achievements.
- An outlet to vent your emotions frequently.
- An audience to perform to and entertain.
- Excitement and variety of activities.
- Acceptance in a variety of groups.
- Popularity.
- Freedom from many controls and limitations of creativity.
- Partners who practice listening and participation.
- Recognition of skills and ability.

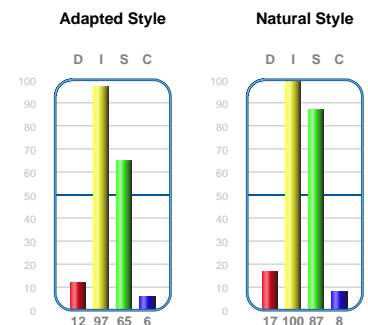




RELATIONSHIP STRENGTHS

This section identifies specific talents and behavior that you bring to a personal relationship. Socially, we need people who have different strengths to offer. Use this information to share your thoughts, ideas and feelings about your relationship strengths.

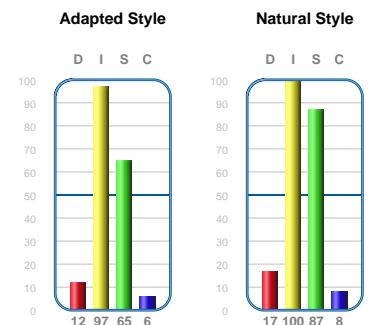
- Easy to meet new people, and make them feel welcome.
- A big thinker with big plans and a big image that usually carries through.
- Can support ideas with strength, and oppose ideas with equal strength.
- Never a dull moment.
- Enthusiastic about activities and involvement.
- "Life-of-the-Party" involvement with others.
- Help give others a sense of self-reliance and courage.
- A good team player--positive participation.
- Excellent sense of humor; see humor in events spontaneously.
- Don't get bogged down when the going gets tough, and help others do the same.
- Very optimistic; make others feel good about themselves.
- Socially poised and people-oriented.





This section of the report describes how you like others to communicate with you. As with the entire report, most of these items listed will be extremely accurate for you. Identify 3 or 4 key items and encourage others to practice using these items in their everyday communication with you.

- Leave plenty of time for socializing and relating.
- Talk about expectations.
- Offer immediate rewards for accomplishments.
- Use confrontation when disagreement exists.
- Look for details that might get ignored.
- Share specific ideas to carry out an action.
- Be stimulating, fun-loving, and fast-moving.
- Be precise about the use of time for an active and busy person.
- Understand a defiant nature, and know it is not malicious.
- Get to the bottom line of the problem and speak at a rapid pace.

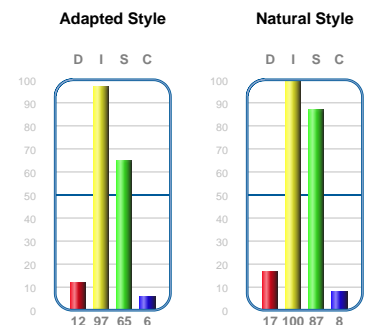




BARRIERS TO COMMUNICATION

This section of the report describes what NOT to do when relating with you. As with the entire report, most of these items listed will be extremely accurate for you. Identify 3 or 4 key items and encourage others to ELIMINATE using them in their everyday communication with you. And, if others have a report, you are encouraged to share this page of information with each other, as well as sharing information from the entire report.

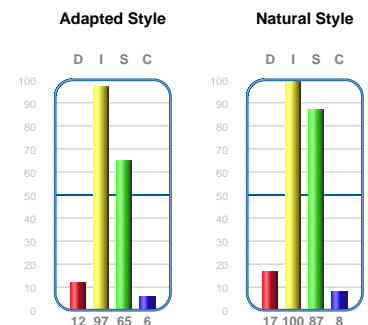
- Don't be slow on the draw when debating.
- Don't hide your emotions or feelings.
- Don't be cool, aloof or tight-lipped.
- Don't let others lead in a completely different direction; make voice heard.
- Don't hesitate when confronted--fight back (verbally).
- Don't be dogmatic.
- Don't believe that someone's mind can change at one sitting.
- Don't "stick to the agenda" too much.
- Don't take credit for others' ideas or accomplishments.
- Don't "dream" too much or you'll lose time.
- Don't talk down.
- Don't let others overpower with verbiage.





The list below is an analysis of possible hindering factors with regard to relationships. Not all of the limitations may apply, so cross out those limitations. Circle or highlight 1 to 3 limitations that may be hindering social interaction, and develop an action plan to reduce the effects of those limitations.

- You "oversell" ideas to others.
- You make decisions based on surface analysis only.
- You overuse gestures and facial expressions in communications.
- You are not attentive to detail; as a result, some small details might be ignored or forgotten.
- You overestimate your ability to motivate people.
- You lose track of time when keeping dates and appointments; as a result, you may show up late or tardy.
- You trust others too much, sometimes getting "burned."





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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MOST

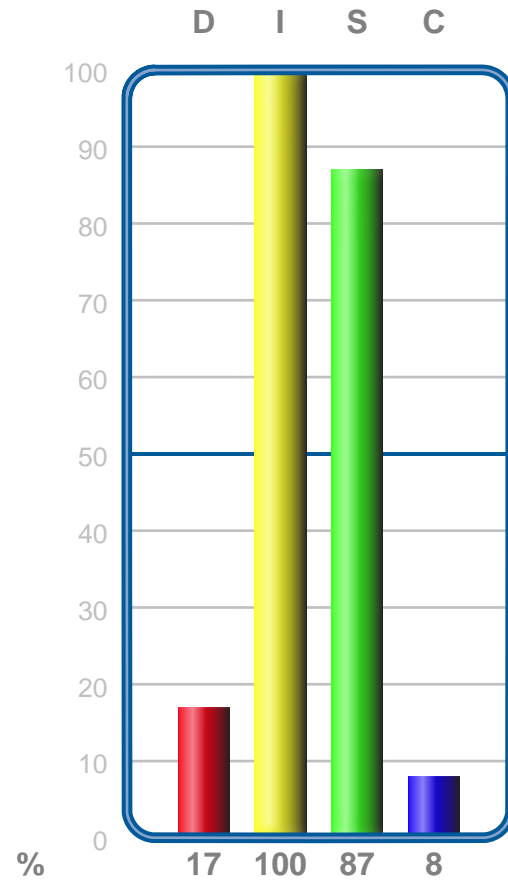
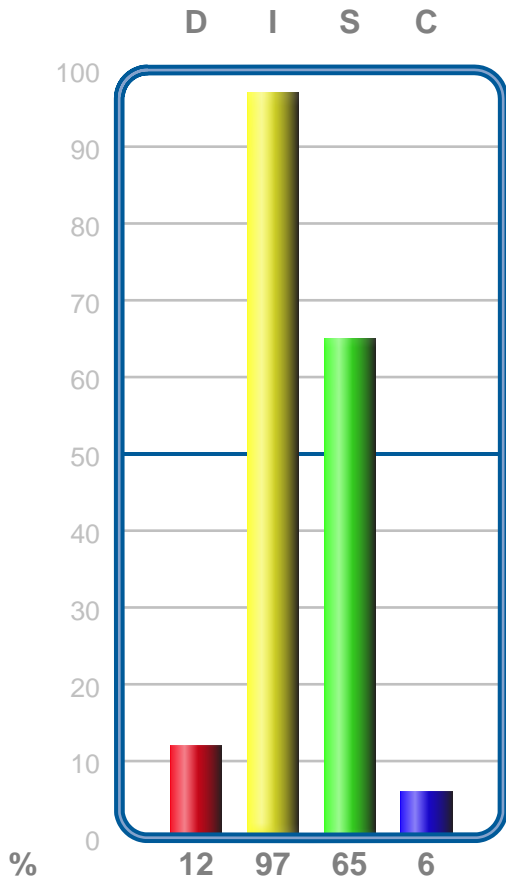
Graph I

Adapted Style

LEAST

Graph II

Natural Style



Norm 2015 R4



The 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.
- If you filled out the Work Environment Analysis, view the relationship of your behavior to your job.

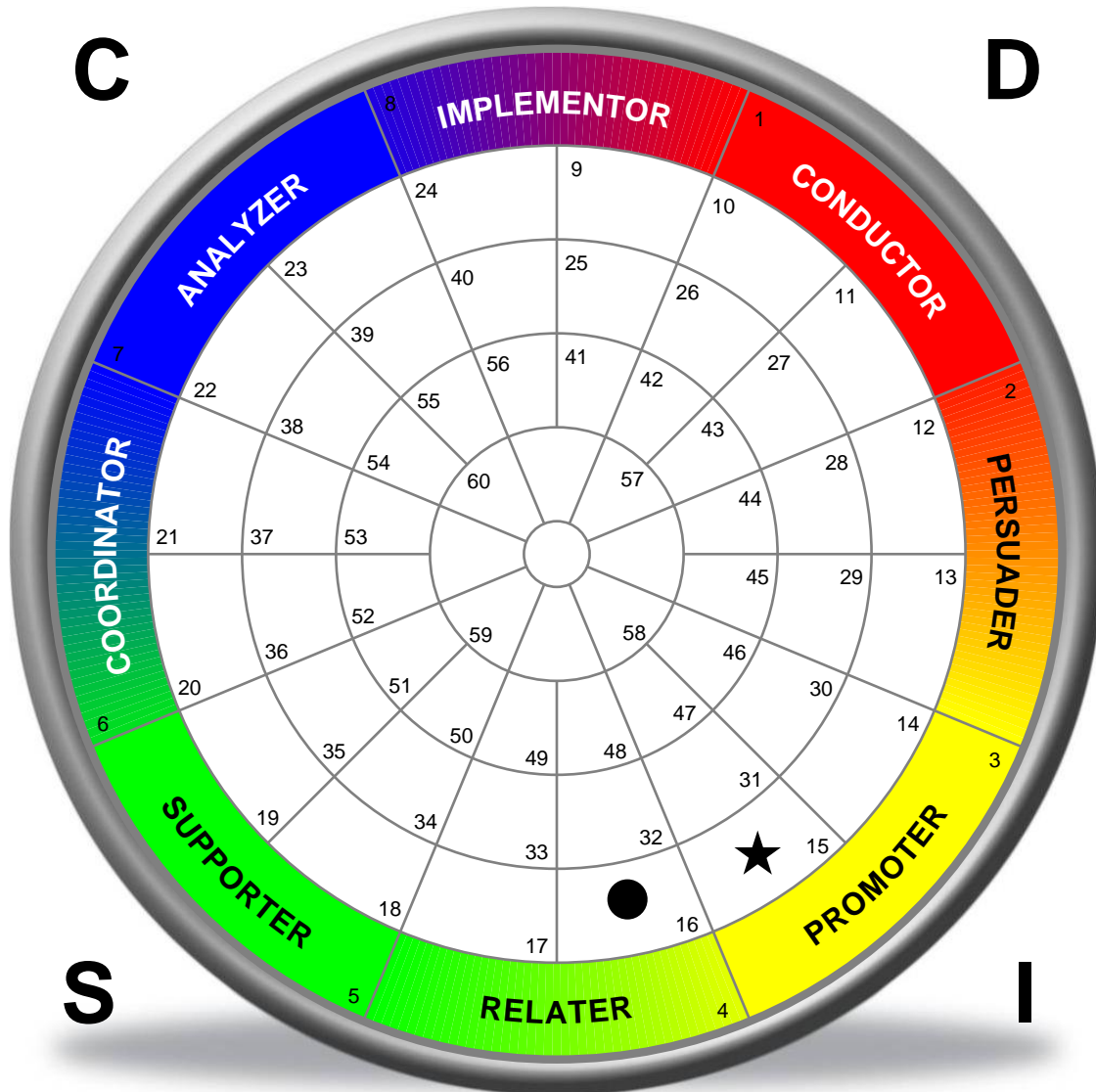
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

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.



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Adapted: ★ (15) RELATING PROMOTER

Natural: ● (16) PROMOTING RELATER

Norm 2015 R4

T: 9:06

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