TTI Relationship Insights™

Jimmy Sample
6-29-2010

DATA DOME INC
THE ASSESSMENT EXPERTS

Data Dome, Inc.
www.datadome.com
(404) 814-0739
Maximizing Individual and Corporate Potential

Copyright © 1984-2010. Target Training International, Ltd.

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 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

Copyright © 1984-2010. Target Training International, Ltd.

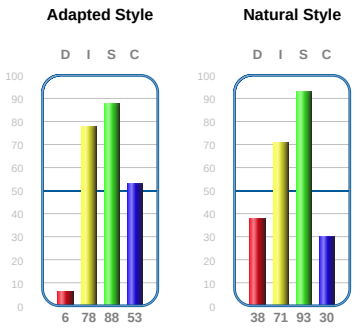
GENERAL STATEMENTS

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.

You have a tendency to be somewhat possessive of favorite people or things. You may demonstrate possessiveness in a variety of ways, all showing a need to feel secure. You prefer a warm, friendly environment free of conflict and hostility. In that environment, you prefer reassurance of your involvement and self-worth. You tend to be a traditionalist, and will enjoy the social environment best if it is stable and predictable. You dislike sudden decisions about where to go or what to do, preferring to think things out first. You have a basic need to be supportive of others. You will agree with others, sometimes even if it's not what you really want.

You operate well with others and coordinate your efforts with rhythm and ease. You symbolize sensibility, serenity and steadiness--not sauciness or sarcasm. You usually appear as emotionally mature and logical in your approach to things. You do not act impulsively--heart over mind. Most of your actions are carefully thought out beforehand. You need time to adjust to new ideas and activities. You must think things over before becoming committed and acting on new ideas. You excel at concentrating on specific activities which must be completed. You will not complain much and you do not like to make waves and cause hostility.

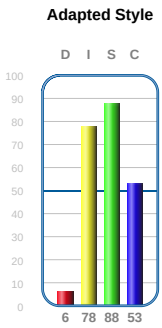
Others will notice that you are a sincere person about what you say and do. This trait, along with the excellent listening skills, creates an individual whom most people find pleasant to be with and a calming type of person. In communicating with others, you may support the mainstream ideas rather than new trailblazing activities. You may

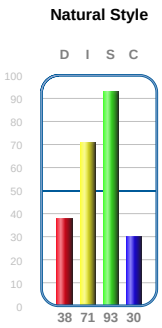


Copyright © 1984-2010. Target Training International, Ltd.

GENERAL STATEMENTS

prefer the stable and traditional activities. You have a communications style which many people are comfortable with almost immediately. You are sincere, a good listener, not pushy and overall a comfortable person to be near. In your group, you may support the group leader rather than vie for a leadership position yourself. As a result, the group leader will usually appreciate the support you bring.





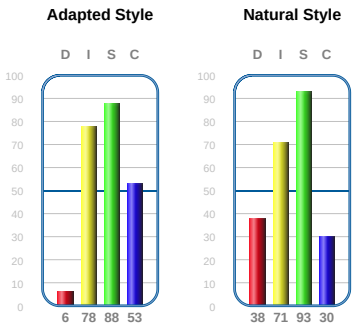
Copyright © 1984-2010. Target Training International, Ltd.

CURRENT WANTS

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:

- Identification with your social group.
- Frequent appreciation.
- Sincerity offered from others.
- An environment relatively free of conflict.
- Activities that may involve friends.
- Clear responsibility and clear lines of who makes decisions.
- No sudden or abrupt changes in the situation.
- Time and opportunity to weigh pros and cons of decisions.
- A predictable environment with few surprises that are not "planned."
- To feel important, but not be the leader.
- Sound relationships which form naturally, and are not contriving or scheming.



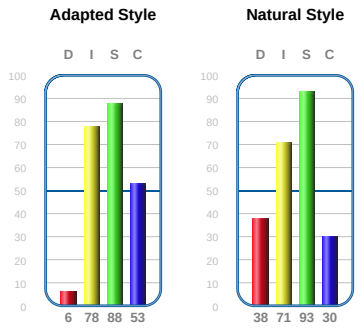
Data Dome, Inc.
www.datadome.com
(404) 814-0739

Copyright © 1984-2010. Target Training International, Ltd.

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.

- Work hard for everyone's satisfaction.
- Empathic towards others.
- Socially poised and people-oriented.
- An excellent "win-win" type of negotiator.
- Work for others without taking a leadership role.
- Enthusiastic about activities and involvement.
- Easy to meet new people, and make them feel welcome.
- Loyal team player.
- Very optimistic; make others feel good about themselves.
- A good team player--positive participation.
- Sincere in what you say and do.



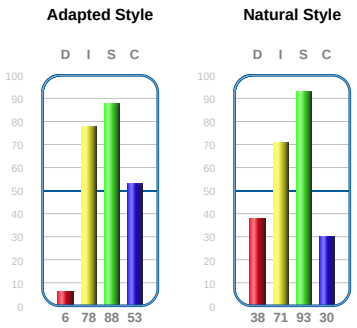
Data Dome, Inc.
www.datadome.com
(404) 814-0739

Copyright © 1984-2010. Target Training International, Ltd.

KEYS TO COMMUNICATION

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.

- Be responsive toward ideas and commitments.
- Plan interactions which support dreams and goals.
- Patiently draw out personal interests.
- Plan sufficient time to talk and listen.
- Start with a personal comment to "break the ice."
- Provide personal support and assurance.
- Move casually, informally.
- Be prepared to listen to many stories.
- Offer immediate rewards for accomplishments.
- Show sincere interest as a person.



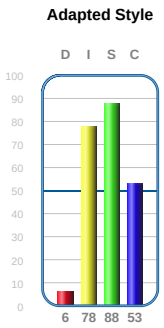
Data Dome, Inc.
www.datadome.com
(404) 814-0739

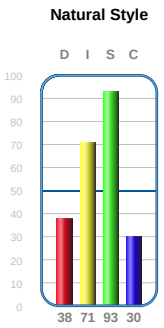
Copyright © 1984-2010. Target Training International, Ltd.

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 vague or offer strong opinions.
- Don't hide your emotions or feelings.
- Don't "dream" too much or you'll lose time.
- Don't be rude, abrupt or rushed in your conversation.
- Don't be cool, aloof or tight-lipped.
- Don't dwell on facts regarding activities or plans.
- Don't talk down.
- Don't threaten.
- Don't "stick to the agenda" too much.
- Don't be dogmatic.
- Don't keep deciding; give time to make decisions.
- Don't manipulate or bully into agreement.





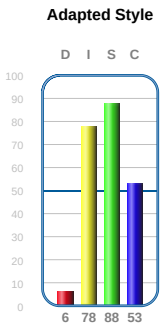
Data Dome, Inc.
www.datadome.com
(404) 814-0739

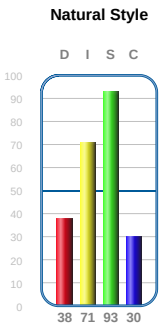
Copyright © 1984-2010. Target Training International, Ltd.

HINDERING FACTORS

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 do not project a high sense of urgency in getting things done.
- You resist new and innovative activities.
- You continue to do things the way they have always been done without trying new approaches.
- You become passive-aggressive if you don't like what's happening (passive resistance), rather than being assertive and confronting the issues.
- You have trouble keeping dates and plans.
- You resist change to new ideas or activities; support the status quo.
- You give a false sense of compliance to direction.





Data Dome, Inc.
www.datadome.com
(404) 814-0739

Copyright © 1984-2010. Target Training International, Ltd.

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: _____

Copyright © 1984-2010. Target Training International, Ltd.

STYLE INSIGHTS® GRAPHS

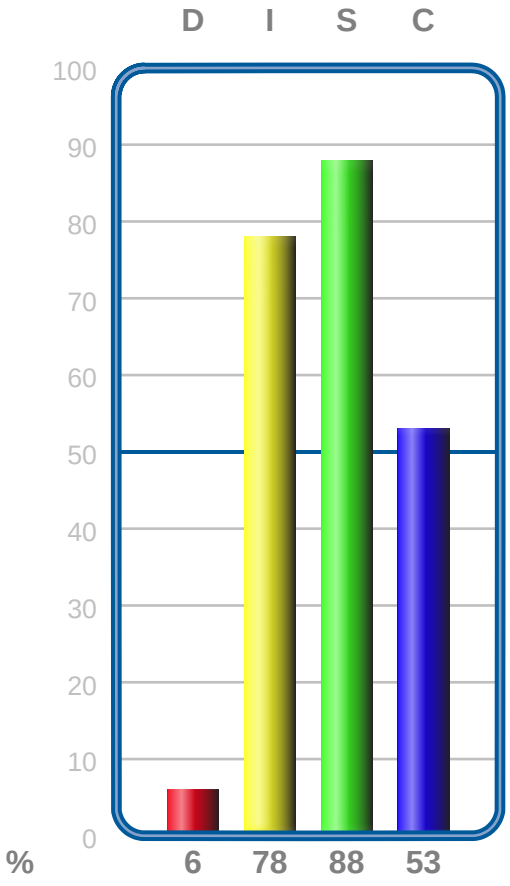
Jimmy Sample

6-29-2010

MOST

Graph I

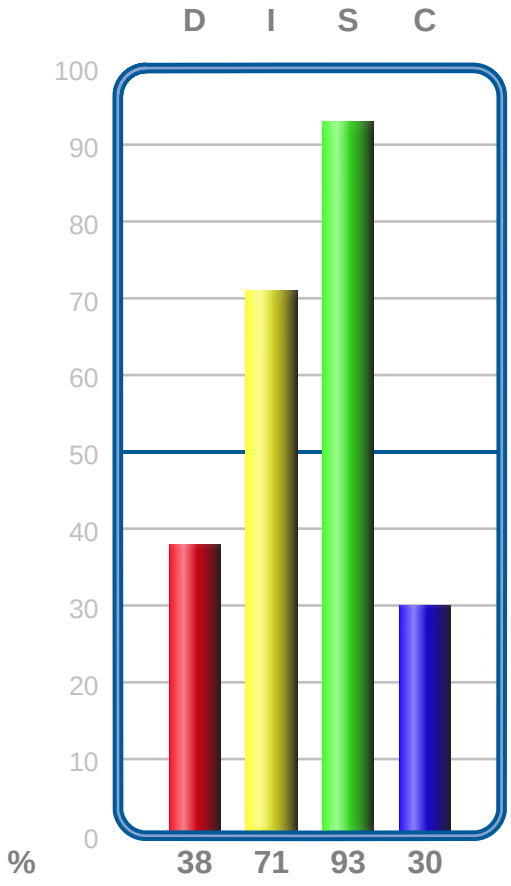
Adapted Style



LEAST

Graph II

Natural Style



Norm 2009

Data Dome, Inc.
www.datadome.com
(404) 814-0739

Copyright © 1984-2010. Target Training International, Ltd.

THE SUCCESS INSIGHTS® WHEEL

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.

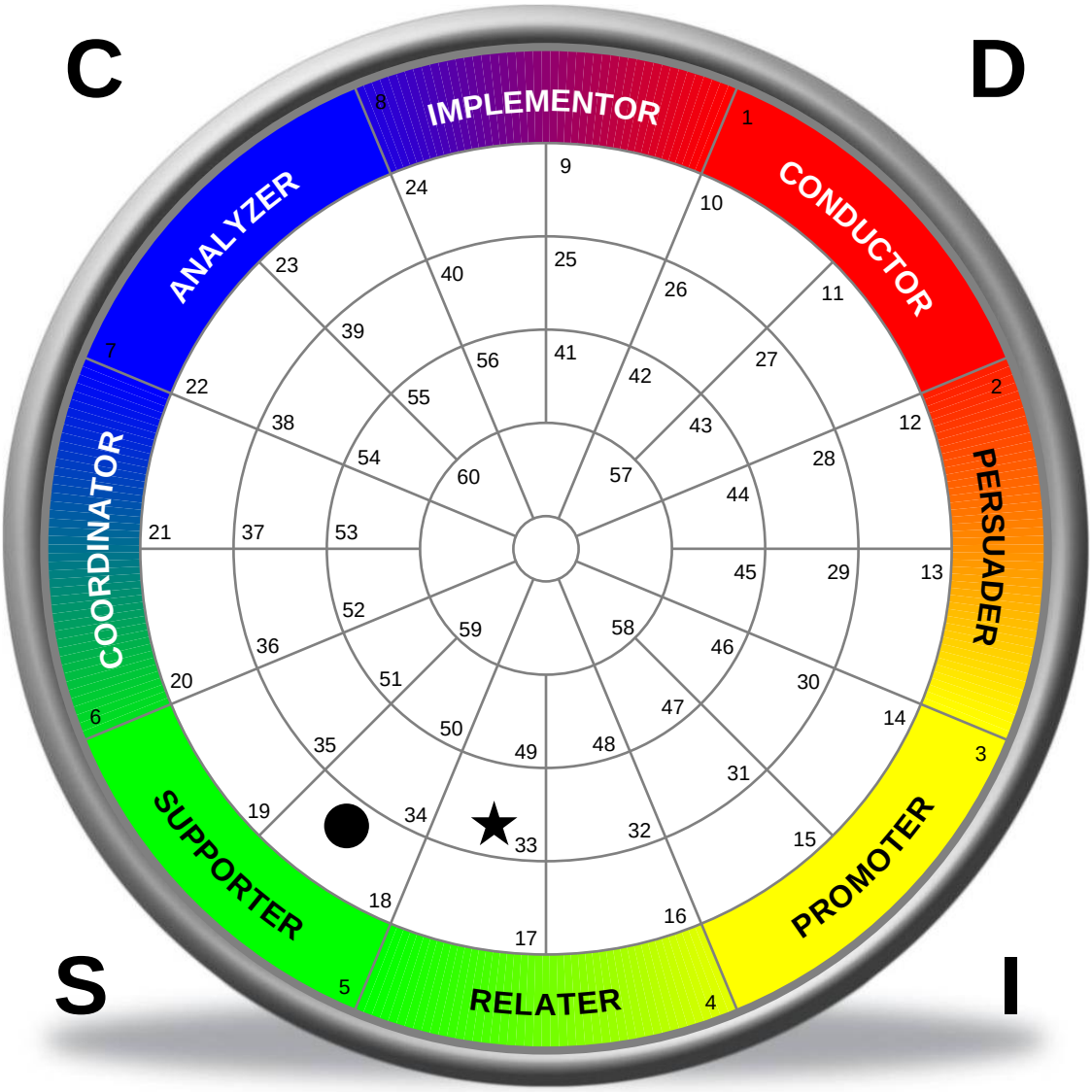
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

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.

Copyright © 1992-2010. Target Training International, Ltd.

THE SUCCESS INSIGHTS® WHEEL

Jimmy Sample
6-29-2010



Adapted: ★ (33) SUPPORTING RELATER (FLEXIBLE)
Natural: ● (18) RELATING SUPPORTER

Norm 2009

Data Dome, Inc.
www.datadome.com
(404) 814-0739

Copyright © 1992-2010. Target Training International, Ltd.