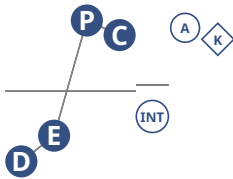


What makes this person TICK?

The following is a **QuickView Report** of this individual's Natural Self—Traits, Interests, Communication Style and Key Action Tips.

ProScan > Natural Self



Dependable, steady and efficient. Dedicated to respected programs and people. Sincerely cautious and conscientious, wanting things done well. Able to do repetitive tasks, usually likes a consistent routine. Makes every move count. Can be uncomfortable if placed under too much unjustified pressure or confrontational environments.

Friendly and well accepted by others. A cooperative and peaceful approach is preferred. Does not want to be taken advantage of.

Dependable/Productive—Move at a steady, persistent pace with an emphasis on quantity and consistent production flow.

Internal processor—Consider all sides of an issue quietly and internally prior to offering opinion or providing input on an issue.

Cautious/Requires proof—Exhibit caution, and perhaps skepticism, in taking chances. Feel it is your responsibility to point out what could go wrong, to be realistic and prepared for the unexpected.

Persuasive/Seller—Accomplish things with a seller style using a friendly, empathetic, persuasive way of getting help to accomplish a task.

Traits

Pace—Steady, unhurried, persistent, pleasant and cooperative. In harmony with environment, able to take what comes and make the best of it. Prefer to maintain a set pace from start to finish before starting a new task.

Conformity—Careful, thorough, loyal, dutiful, structured and systems-oriented. Want to be correct and desire guidelines to work within.

Extroversion—Reserved, private and quiet, especially around strangers. The more familiar with an individual or group, the more comfortable with self expression.

Dominance—Supportive, collaborative, modest and helpful. Place importance on security and prefer to work with leadership that has a strong sense of direction and purpose.

Intuition logic—Respond instinctively when making a decision. React to unproven situations with an automatic conclusion.

Allegiance energy style—Follow through, supportive style; dedicated to completing predetermined project.

Zone 6 energy level—Endless energy resource. Require extensive projects or diverse activities.

Interests

Like—Routines, repetition, deliberation, harmony.

Dislike—Poor planning, spur of the moment, pressure.

Communication & Backup Styles

Communicate to this person through:

- ✓ Time to process need for change
- ✓ Agreement on agenda, time frame
- ✓ Consistent, clear directions, priorities

Backup—When all else fails, may avoid conflict and give in to not make a scene, but have a "get you later" attitude.

Key Action Tips

Plan ahead—Prioritize and schedule, then minimize changes.

Review processes—Establish a clear path to follow.

Build confidence—Encourage open and timely communication; provide initial, and refresher, training.

Soften tone—Gain support and collaboration through considerate messages; offensive commands create withdrawn and delayed actions.

My Actions: _____ **Results (30/60/90 days):** _____