

PROCEPTION²™

The Next Generation in DISC

Helps Identify Individual Business Behavior

PROCEPTION² is an online DISC based profiling system designed to provide insight into an individual's behavioral style in a work environment. This system will help management better understand potential candidates, members of their work team, and assist work team members in identifying their personal strengths and areas in need of improvement. The **PROCEPTION²** questionnaire takes approximately 15-20 minutes to complete and generates a 12-18 page report.

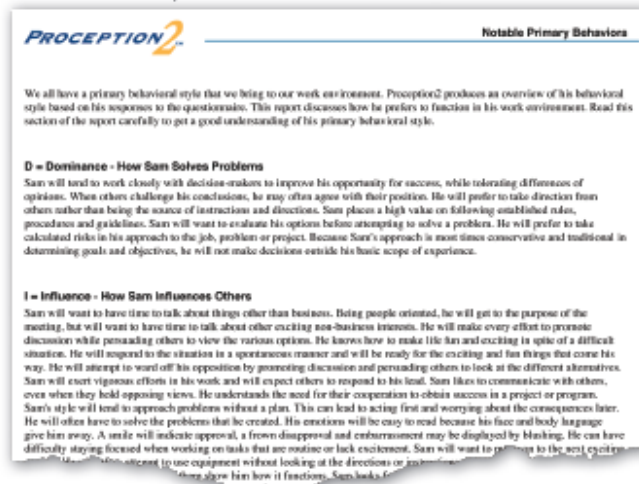
The Business Motivators report is often used with **PROCEPTION²**



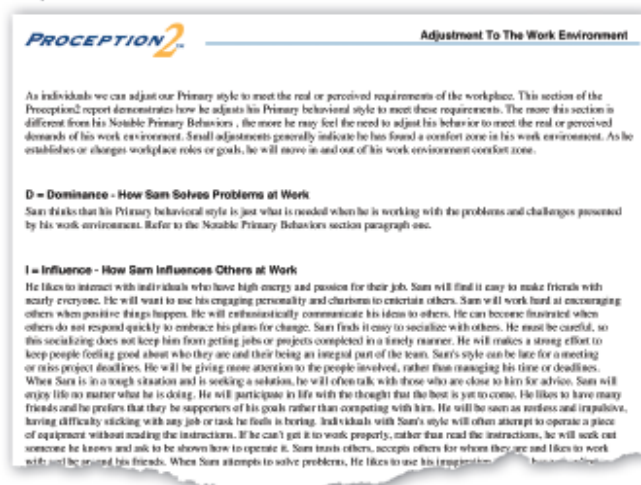
PROCEPTION² measures key dimensions of behavior in a Business Environment that include:

- ★ **Notable Primary Behaviors**
This is an overview of the responses of the basic behavioral style. The report discusses how a person prefers to function in the work environment.
- ★ **Potential Strengths in Business**
Highlights a person's behavioral traits and aptitudes relating to the work environment.
- ★ **Preferred Work Environment**
Outlines the work environment a person is most comfortable and productive in.
- ★ **Personal Growth Suggestions**
Presents behavioral tendencies that may slow or hinder a person's performance.
- ★ **Communication Builders**
Suggestions to improve communication, reinforce relationships, promote credibility and gain increased productivity.
- ★ **Personal Performance Motivators**
Indicates the behavioral motivational needs of a person for top performance.
- ★ **Communication Barriers**
Highlights what others do, say, or use that can hamper communication, relationships, and productivity.
- ★ **Personal Enhancement**
Suggests behavioral needs and wants that allow a person to perform at his/her best.
- ★ **Adjustment to the Work Environment**
Helps to identify how a person adjusts his/her primary behavior to meet the requirements of the workplace.
- ★ **Strengths to the Team**
Outlines positive behaviors the person will contribute to the team.

Notable Primary Behaviors



Adjustment to the Work Environment



Primary Word Portrait and Adjusted Word Portrait

These pages of the **PROCEPTION2** report highlight words that can be associated with your behavior based on DISC model.

Word Portrait			
This page of the Proception2 highlights words that can be associated with his behavior based on the DISC model. These words suggest how he prefers to do business as it relates to solving problems, working with others, reacting to the pace of the work environment and responding to guidelines and procedures established by others.			
Dominance Problems	Influence People	Steadiness Pace	Compliance Procedures
Challenging	Extroverted	Rigid	Painstaking
Self-Centered	Motivating	Undemonstrative	Wary
Relentless	Charismatic	Systematic	Meticulous
Driving	Subjective	Reluctant to change	Precise
Innovative	Spirited	Deliberate	Quality oriented
Strong-Minded	Expressive	Steady	Exacting
Resolute	Convincing	Unhurried	Accurate
Competitive	Animated	Consistent	Prudent
Goal oriented	Outgoing	Thoughtful	Compliant
Decisive	Upbeat	Reliable	Cautious
Assertive	Trusting	Careful	Organized
Enterprising	Warm	Unruffled	Neat
Strong	Friendly	Calm	Conservative
Determined	Congenial	Composed	Tactful
Directing	Sociable	Relaxed	Disciplined
	Contemplative	Eager	

Style Insight Map

Allows managers, supervisors, coaches, trainers and team members to visually see how the various styles will work, relate and communicate with one another. It can set the stage for improved communication, work relationships and productivity.



PROCEPTION2 is...

- ★ Immediate testing, evaluation and reporting
- ★ Easy to administer and score
- ★ Validated
- ★ Generates over 2,100 unique reports
- ★ Inexpensive, automated assessment system

Identify Individual Business Behavior for:

- ▶ Management Development
- ▶ Team Building
- ▶ Sales Development
- ▶ Training
- ▶ Improved Communication
- ▶ Conflict Resolution
- ▶ Coaching
- ▶ Relationship Development
- ▶ Interviewing

PROCEPTION2 Options:

- ▶ Individual Report
- ▶ Manager Report
- ▶ Salesperson Report
- ▶ Interview Assistant
- ▶ Sales Interview
- ▶ Business Motivators

Customize your reports using our Report Builder

This allows organizations to change the order sections appear and to turn pages in the report on/off allowing the report to adapt to you and not you to the report.

Use the power of **PROCEPTION2**
for a better understanding of your
personal style to improve interpersonal
communication and forge stronger
relationships with others.