

Mentor-Protégé Conference

Welcome to

AWARENESS IS POWER®

Finding Your Own Crystal Ball



Awareness Is Power®

3 KEYS TO SUCCESS

- *Power to See Yourself*
- *Power to See Yourself with Others*
- *Power to win in every situation*





D

I

S

C

Problems & Challenges

Demanding
Ambitious
Forceful
Aggressive
Competitive
Responsible

People & Contacts

Convincing
Magnetic
Enthusiastic
Persuasive
Warm
Trusting

Pace & Consistency

Relaxed
Resistant to Change
Passive
Patient
Predictable
Stable

Procedures & Constraints

Evasive
Worrisome
Cautious
Exacting
Systematic
Open-Minded

Energy Line

Conservative
Low Keyed
Unsure
Cautious
Mild
Peaceful

Reflective
Factual
Logical
Suspicious
Pessimistic
Moody

Mobile
Active
Restless
Impatient
Eager
Impetuous

Firm
Independent
Stubborn
Obstinate
Self-Righteous
Careless with Details



STRENGTHS

C

Systematic Thinkers

Attention to Details
Reserved • Factual

D

Creative Problem Solvers

Task Oriented • Independent
Directing Others

S

Team Player

Loyal People/Org.
Dependable
Maintains Status Quo

I

Working with People

Motivating Others
Articulating Ideas • Optimistic



D

Anger

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STRENGTHS

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14%

Systematic Thinkers

Attention to Details
Reserved • Factual

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18%

Creative Problem Solvers

Task Oriented • Independent
Directing Others

S

40%

Team Player

Loyal People/Org.
Dependable
Maintains Status Quo

I

28%

Working with People

Motivating Others
Articulating Ideas • Optimistic



Behavioral Tendencies

D Direct

I Interact

S Serve

C Comply with
High Standards

Four Behavioral Tendencies

Dominance | Influencing | Steadiness | Compliance

High **D** (Dominance) Tendencies

| | |
|-----------------------|-------------------------------------|
| Psychological need | To direct/dominate others |
| Predominant strengths | High ego strength and task oriented |
| Goal directed to | Personal challenges |
| Avoidance goal | Being taken advantage of |
| Overextensions | Impatience |



Four Behavioral Tendencies

Dominance | Influencing | Steadiness | Compliance

High I (Influencing) Tendencies

Psychological need

To interact with others

Predominant strengths

Optimistic and people-oriented relaters

Goal directed to

Social recognition and tremendous need to be loved

Avoidance goal

Social rejection

Overextensions

Disorganization

Four Behavioral Tendencies

Dominance | Influencing | Steadiness | Compliance

High S (Steadiness) Tendencies

Psychological need

To serve others

Predominant strengths

Team player, loyal, and concrete results-oriented

Goal directed to

Traditional practices and harmony

Avoidance goal

Loss of stability

Overextensions

Possessiveness



Four Behavioral Tendencies

Dominance | Influencing | Steadiness | Compliance

High C (Compliance) Tendencies

Psychological need

To comply with their own high standards

Predominant strengths

Accuracy and intuitiveness

Goal directed to

Correct or proper way

Avoidance goal

Criticism of their work

Overextensions

Overly critical of themselves and others



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Stress Recovery

High D

Physical Activity
Sports/Competitive

High I

Social Activity
Interacting with Others

High S

Nothing Time
Sleeping

High C

Alone Time
Thinking



Change

| Active - 46% Embrace Change | | Passive - 54% Resist Change | |
|--------------------------------|-------------------|---|--|
| 18% | 28% | 40% | 14% |
| Like change | Don't mind change | Fear - Loss of Stability | Fear change |
| Get bored if nothing changes | Emotional | Needs preconditioning before the change | Want to make sure the change is successful |



Contact Information

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Certified Professional Behavioral Analyst

Certified Professional Values Analyst

Certified Attribute Index Analyst

Certified Leadership Competency Analyst

