

# *Success Strategies*



## **SUCCESS STRATEGY PROFILE**

The Success Strategy Profile describes your basic personality traits and the strengths, needs and desires which naturally blossom from your behavior. By sharing this information with your team members, and listening to their needs, you can help create better communication and a more cooperative, productive and powerful team.

**Name :** Andy Sample

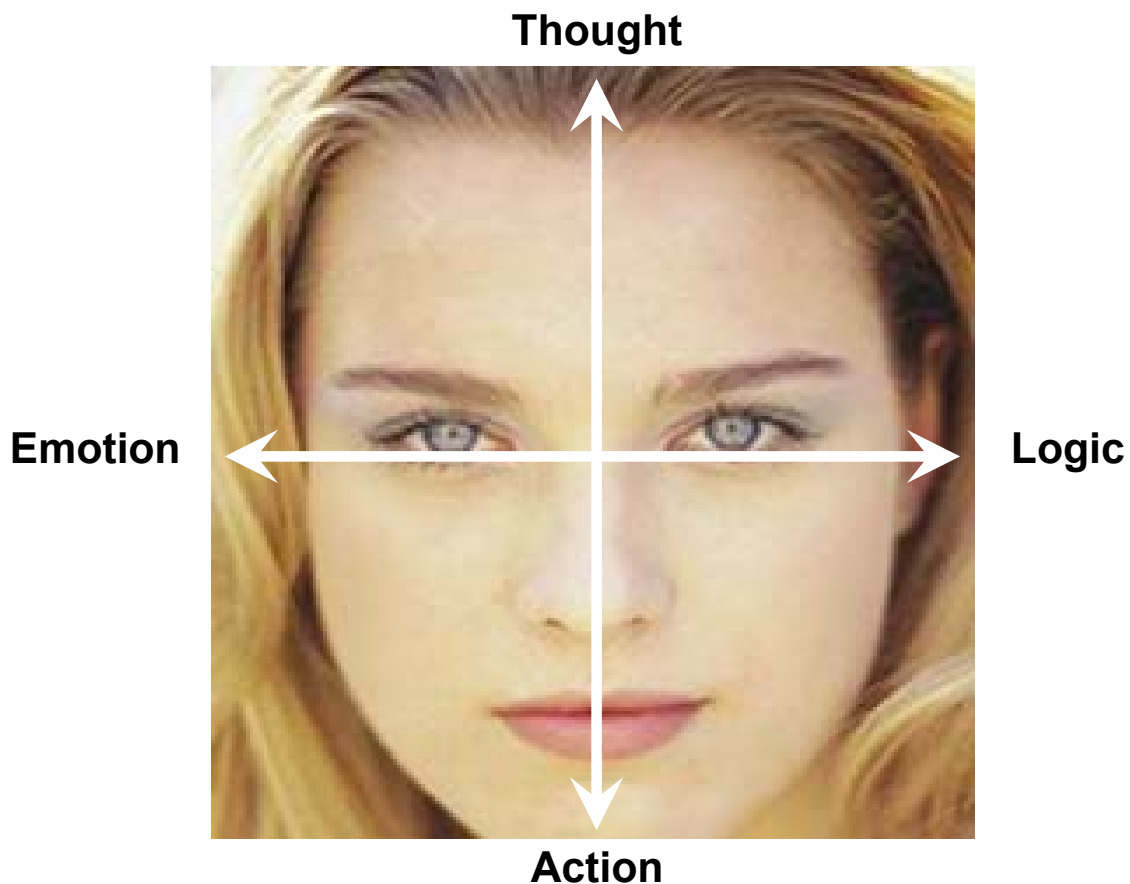
**Department :** Finance & Administration

**Company :** Southwest Systems

# ***The Brain and Behavior***

The human brain can be separated into four basic sections, each responsible for its own special function.

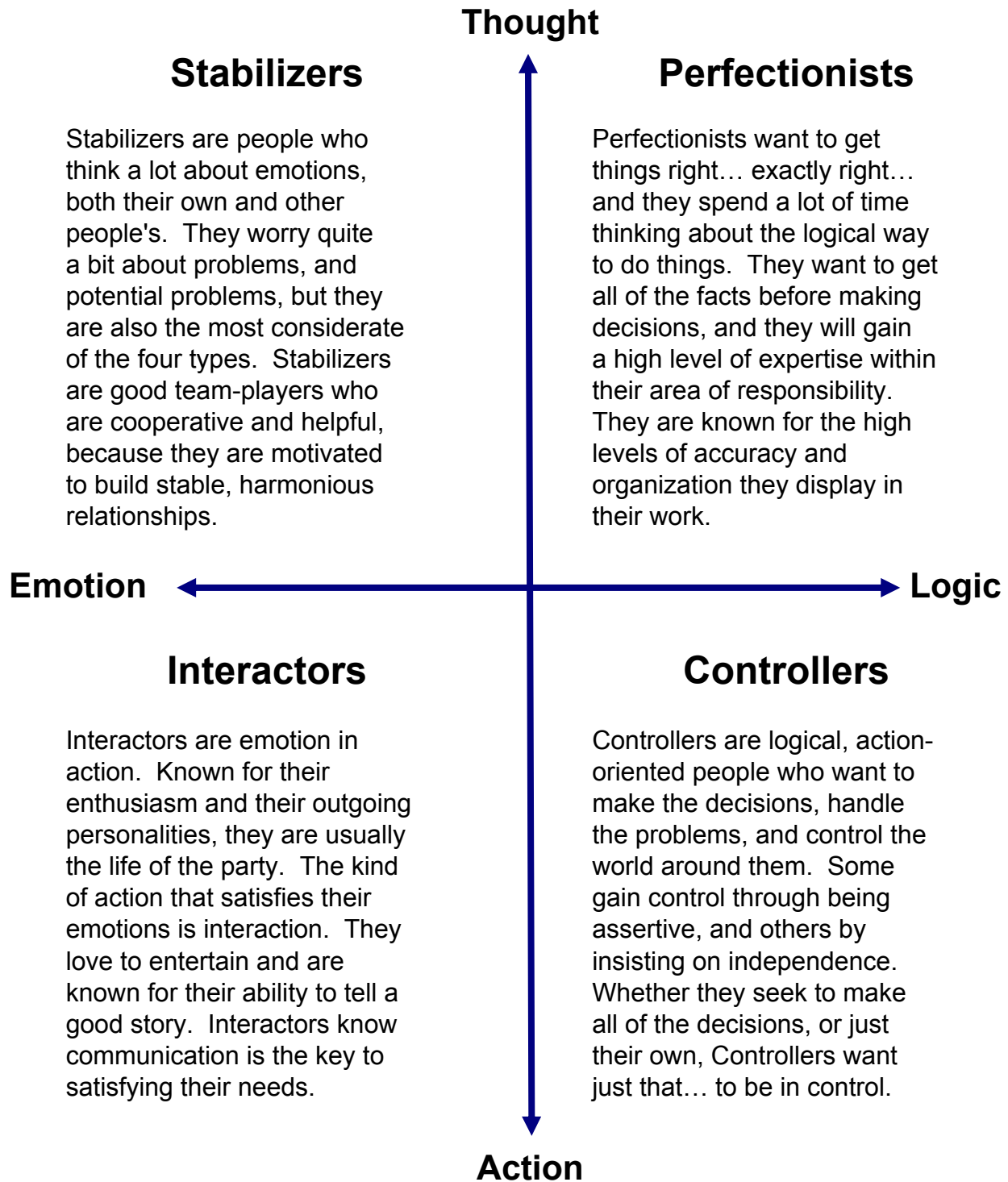
- At the top of the brain is the cerebral cortex where complex thought occurs.
- The brain stem, at the bottom of the brain, handles action-oriented responses.
- The right side of the brain is the primary source of emotion and creativity.
- While the left side of the brain is responsible for logic and analysis.



The way each individual uses his or her brain determines how they respond to the people and the situations they encounter. Just as each person's brain is different, so are their personalities. This report gives you a simple explanation of human behavior and your place in it.

# Behavior Types

Each quadrant of your brain works differently, and the part you rely upon the most will shape your personality and help determine your responses to the world around you.



# Famous Behaviors

## Stabilizers

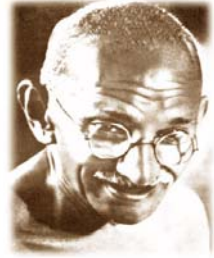
Laura Bush



Nelson Mandela



Mr. Rogers



Ghandi

## Perfectionists

Miss Manners



Tiger Woods



Martha Stewart



Dr. Henry Lee

Regis Philbin



Oprah Winfrey



Donald Trump



Barbara Streisand



Paula Deen



Bill Clinton



Hillary Clinton



Bobby Knight

## Interactors

## Controllers

# *How to Identify*

## **Stabilizers**

- Best listener
- Best team-player
- Most accommodating
- Most willing to help
- Most patient
- Most receptive
- The peacemaker
- Most cautious
- Biggest worrier

## **Perfectionists**

- Most reliable
- Most accurate
- Most organized
- Passion for knowledge
- Has lots of questions
- Gives detailed answers
- Values fairness
- Most skeptical
- Least trusting

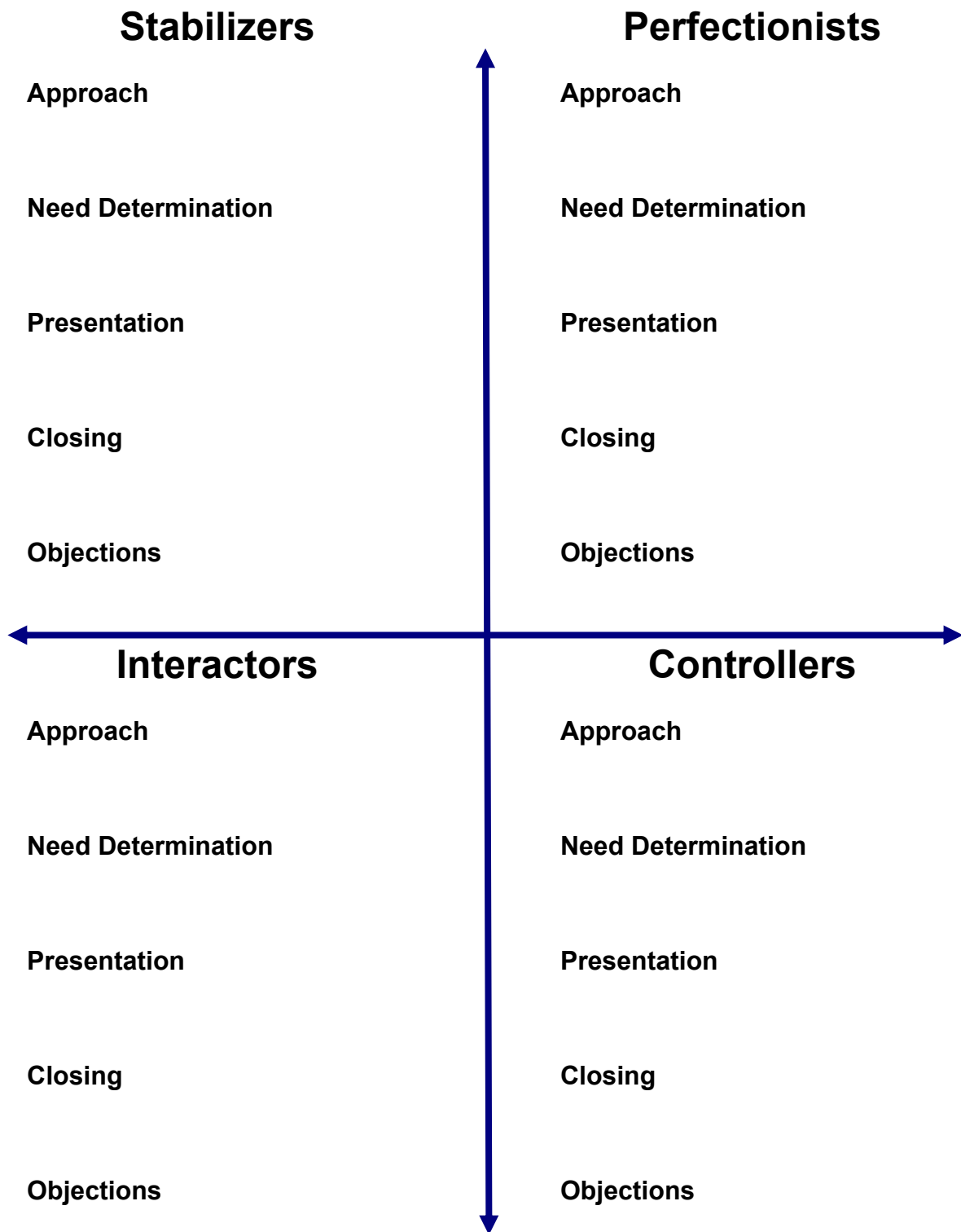
## **Interactors**

- Best talker
- Best rapport-builder
- Best delegator
- Most trusting
- Lots of friends
- Good story teller
- Loves to entertain
- Least predictable
- May exaggerate

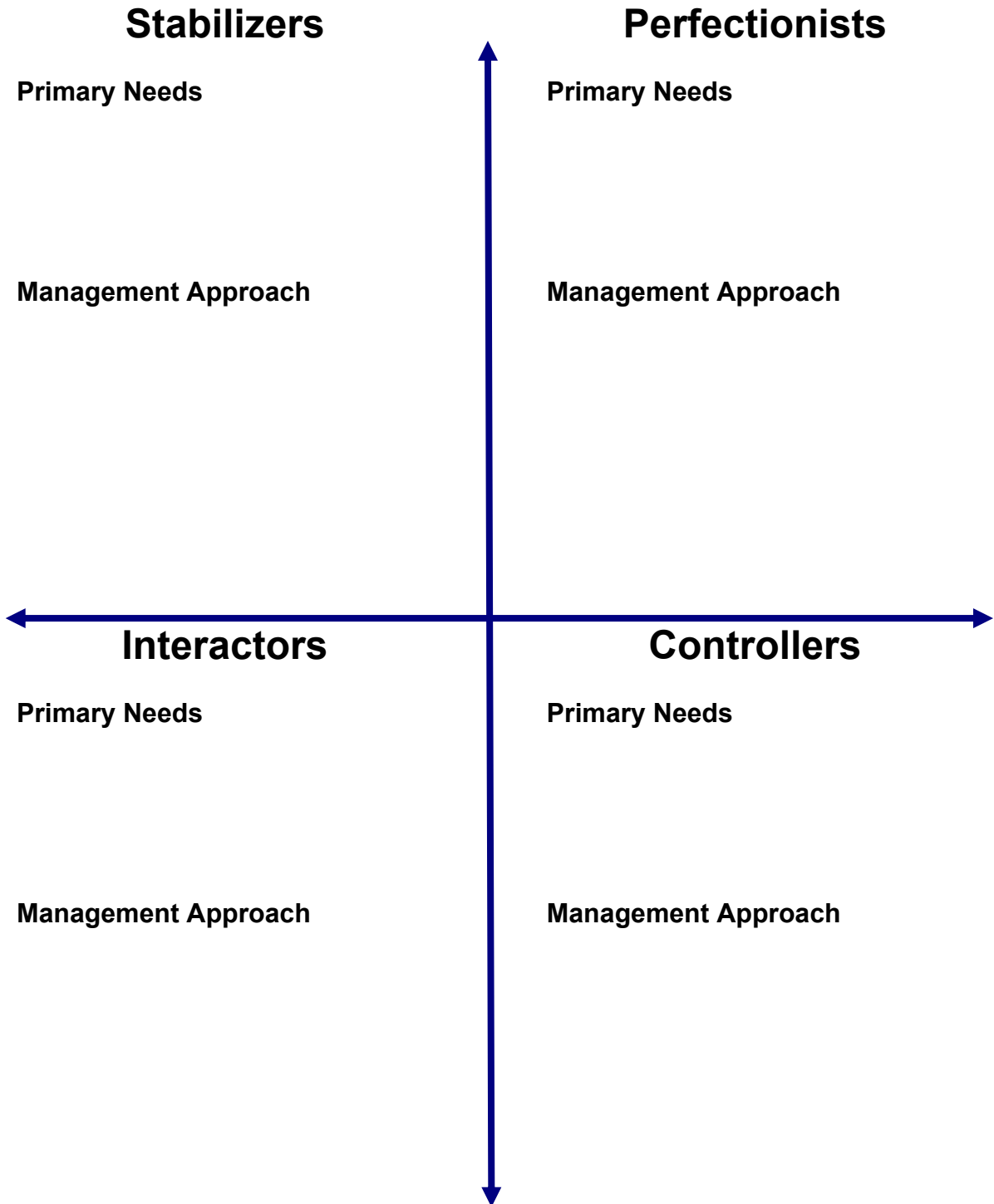
## **Controllers**

- Most decisive
- Most assertive
- Most self-reliant
- Most results-oriented
- Willing to make changes
- Best trouble-shooter
- Wants to take-charge
- Least tolerant
- Most stubborn

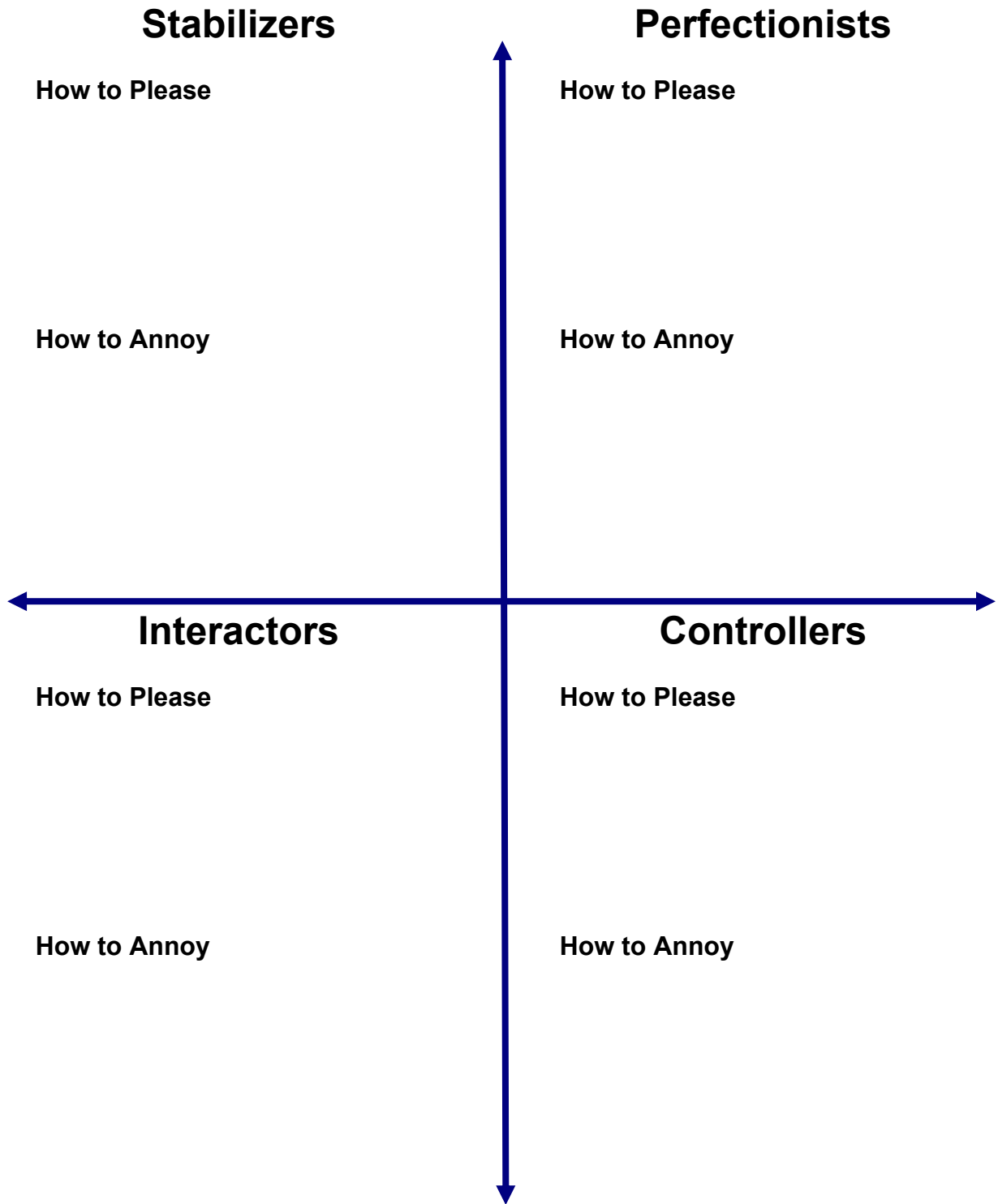
# *How to Influence*



# *How to Manage*



# *How to Annoy*





# *Ineffective Strategies*

## **Stabilizers**

Tolerating vs. Changing  
Slow to adjust  
Missing deadlines  
Won't make decisions  
No creative solutions  
Waits for instructions  
Hides a grudge

## **Perfectionists**

Planning vs. Acting  
Avoiding all risk  
Procrastination  
Missing big picture  
Holds back ideas  
Defensiveness  
Skepticism

## **Interactors**

Popularity vs. Results  
Exaggerates  
Overly optimistic  
Too trusting  
Poor planning  
Misses details  
Inconsistent decisions

## **Controllers**

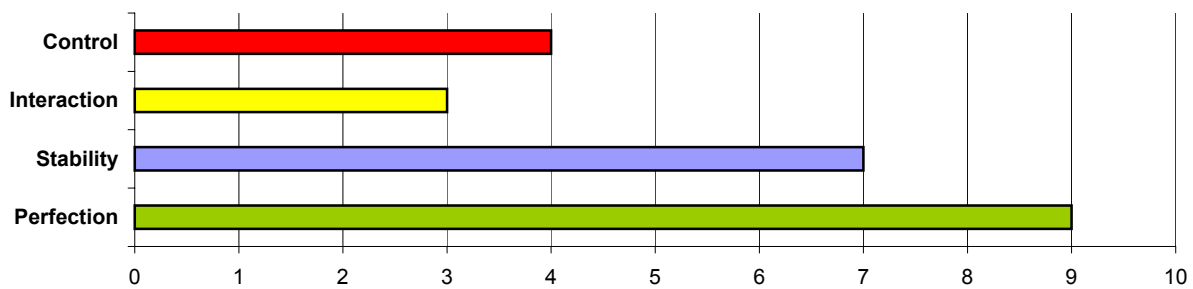
Telling vs. Asking  
Impatient  
Critical  
Sarcastic  
Poor listener  
Scares people  
Too independent

# Success Strategies

**Name :** Andy Sample  
**Department :** Finance & Administration  
**Company :** Southwest Systems  
**Date :** 08/01/11

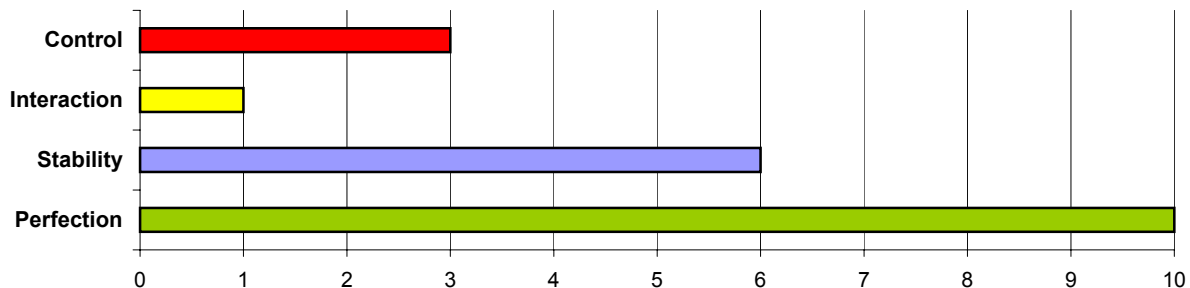
## SELF-IMAGE

Your self-image is how you see yourself. This is your most natural behavior and determines the strategies you are most comfortable using to achieve success.



## SOCIAL-IMAGE

Your social-image is the personality you show to others. It may be the same as your self-image, or you might make adjustments in your natural behavior.



## SUMMARY

A description of your traits and how they combine to create your personality

Andy Koehler has the high need for perfection that motivates him to gain a thorough understanding of his responsibilities, so that he feels well prepared to answer questions, handle problems and make needed decisions. He likes to research his options, plan his approach and follow his plan in a step-by-step manner. A below-average need for interaction indicates he does need to make a special effort to remain active in promoting open communication and in building close working relationships. An above-average need for stability helps make him patient and supportive in working with others. He enjoys being part of a team effort, and he will work to promote harmony, cooperation and stability in his dealings with others.