



TTI
SUCCESS
INSIGHTS®

12 Driving Forces® Team Report

Samuel Sample

VP of Samples

TTI

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Introduction



Contents of the Report

- Overview - A summary examining the composition of your team's Driving Forces.
- Team Characteristics - Defines the makeup of your organization by Driving Forces segment and shares the primary cluster graphs of individuals on your team.
- Primary Cluster Overview - Lists each team member by their primary Driving Forces.
- Driving Forces Group Bars - Identifies the primary, situational, and indifferent clusters of the team.
- Driving Forces Comparison - Compares individual scores to others on the team, team averages, and population means.

Team Member List

Sue Anderson
Amanda Doe
Frank Jones
John Smith
Joe Williams

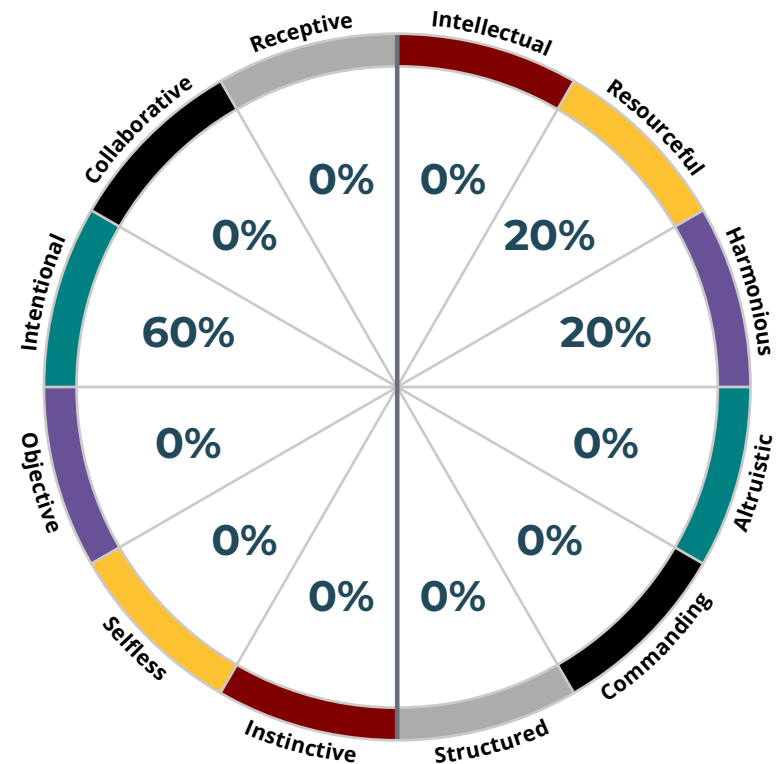
Team Driving Forces Overview



Observing Driving Forces

Have you ever noticed some people:

- Seek knowledge relevant and useful to their current situation
- Seek to expand their understanding and knowledge in all endeavors
- Tend to be unrestrained in the application of resources
- Tend to utilize and apply their resources to maximize return
- Seek function in their surroundings
- Seek to fully experience their surroundings
- Tend to be selective in who they help and serve
- Tend to serve, help and eliminate the suffering of others indiscriminately
- Seek to share power, recognition and control
- Seek to be recognized and control their own destiny
- Tend to remain open and flexible in their methodologies and approach to life
- Tend to live within defined systems and traditional approaches



Segment breakdown of each team member's #1 Driving Force

Driving Forces Defined



Instinctive - People who are driven by utilizing past experiences, intuition and seeking specific knowledge when necessary.



Knowledge

Intellectual - People who are driven by opportunities to learn, acquire knowledge and the discovery of truth.

Selfless - People who are driven by completing tasks for the sake of completion, with little expectation of personal return.



Utility

Resourceful - People who are driven by practical results, maximizing both efficiency and returns for their investments of time, talent, energy and resources.

Objective - People who are driven by the functionality and objectivity of their surroundings.



Surroundings

Harmonious - People who are driven by the experience, subjective viewpoints and balance in their surroundings.

Intentional - People who are driven to assist others for a specific purpose, not just for the sake of being helpful or supportive.



Others

Altruistic - People who are driven to assist others for the satisfaction of being helpful or supportive.

Collaborative - People who are driven by being in a supporting role and contributing with little need for individual recognition.



Power

Commanding - People who are driven by status, recognition and control over personal freedom.

Receptive - People who are driven by new ideas, methods and opportunities that fall outside a defined system for living.



Methodologies

Structured - People who are driven by traditional approaches, proven methods and a defined system for living.

Intentional Team Characteristics



The following information will give team members a clear understanding and appreciation of team members with Intentional as their number one driving force.

Strengths and Weaknesses

Potential Strengths

- Will help others when others are willing to work hard
- Seek to develop or help others when they can see future opportunities
- Downplay emotions when making decisions concerning people
- Choose who, when, and how much to help based on the desired outcome
- Expect people to be self-reliant and resist intervening until necessary

Potential Weaknesses

- May expect something in return each time they help or serve others
- Focus on themselves, perhaps at the expense of others
- May create scenarios that benefit themselves more than others
- Tend to value people as an opportunity or resource rather than as an individual

Intentional



Others

Altruistic

Energizers

Rely on self
Benefit personally
Develop internal advocates

Stressors

Disregard contribution
Support others in need
Make emotion-based decisions

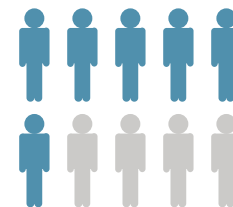


14%

of the Population

Words That Work

Selective
Deliberate
Benefit



3/5

60% of the Team

Words That Don't Work

Volunteer
Compassion
Kindness

Samuel Sample

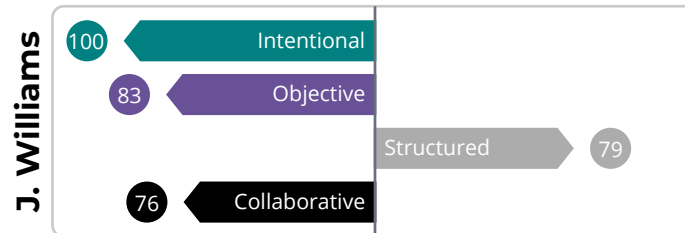
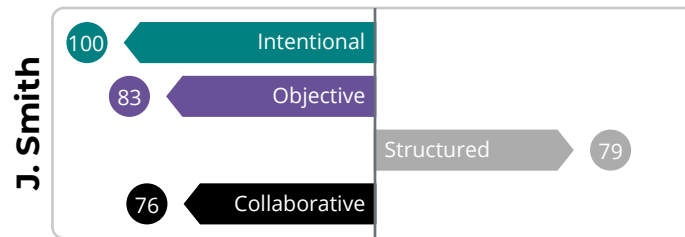
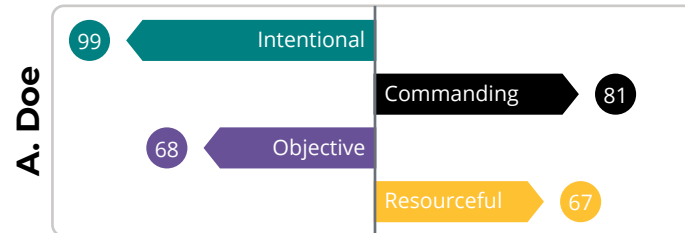
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Intentional Primary Drivers



Intentional Team

Amanda Doe
John Smith
Joe Williams



Resourceful Team Characteristics



The following information will give team members a clear understanding and appreciation of team members with Resourceful as their number one driving force.

Strengths and Weaknesses

Potential Strengths

- Configure resources to maximize output
- Focus on the return on investment
- Maximize efficiency and productivity
- Sensitive to wasting time, resources, or opportunities
- Focus on achieving measurable and practical results

Potential Weaknesses

- May be perceived as a workaholic
- May view material possessions and money as a scorecard
- Tend to view people and resources as tools to achieve an outcome
- May only be willing to give if there is an opportunity for a return

Selfless



Utility

Resourceful

Energizers

Obtain practical results

Focus on efficiency

Compensate based on performance

Stressors

Be redundant

Waste time

Ignore the return on investment



6%

of the Population

Words That Work

Profitable

Maximize

Benefit



1/5

20% of the Team

Words That Don't Work

Rework

Endless

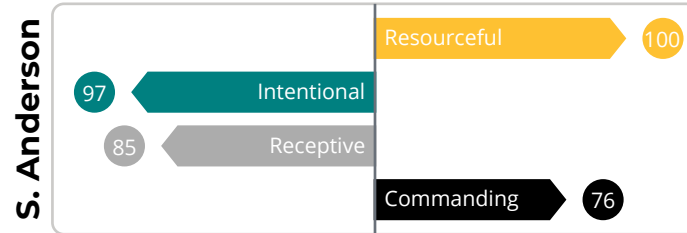
Casual

Resourceful Primary Drivers



Resourceful Team

Sue Anderson



Harmonious Team Characteristics



The following information will give team members a clear understanding and appreciation of team members with Harmonious as their number one driving force.

Strengths and Weaknesses

Potential Strengths

- Focus on the emotions and balance in the environment
- See the importance of the experience
- See value in and enjoy the experience of their surroundings
- Value the journey as much as the destination
- Seek to create harmony and balance in their surroundings and relationships

Potential Weaknesses

- An imbalance or distraction in one area may affect other or all aspects of life
- Pursuit of experiences supersedes practical concerns
- Concern for appearance may slow progress, function and tangible outcomes
- Subjective feeling can conflict with objective reality

Objective



Harmonious

Surroundings

Energizers

Seek balance in life
 Appreciate beauty and harmony
 Express imagination

Stressors

Encounter chaos
 Have lackluster surroundings
 Overemphasize function



4%

of the Population

Words That Work

Subjective
 Expression
 Balance



1/5

20% of the Team

Words That Don't Work

Dull
 Compartmentalize
 Function

Samuel Sample

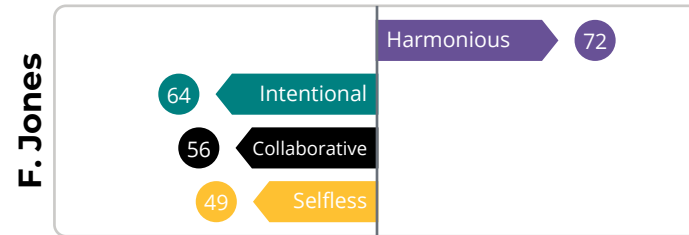
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Harmonious Primary Drivers



Harmonious Team

Frank Jones



Altruistic Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Take notice of and responds to people in need
- Seek to help and support others
- Believe that all people should have the opportunity to be the best they can be
- Volunteer and give generously of themselves
- Act to alleviate suffering of others

Potential Weaknesses

- Act to alleviate suffering of others even at their own detriment
- May support others at the expense of their own work
- May prioritize others' needs over their own needs
- Base personal decisions on the impact to others not self



Energizers

- Realize the potential in others
- Participate in charitable events
- Eliminate conflict

Stressors

- Act inconsiderately
- Put self first
- Observe favoritism



6%
of the Population

Words That Work

- Volunteer
- Compassion
- Comfort



0/5
0% of the Team

Words That Don't Work

- Purposeful
- Intentional
- Selective

Samuel Sample

Commanding Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

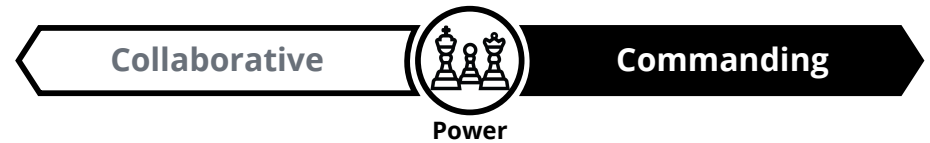
Strengths and Weaknesses

Potential Strengths

- Strive to advance their position
- Strive to set themselves apart
- Create winning strategies and outcomes
- Seek to control their own destiny
- Value status and public recognition

Potential Weaknesses

- Tend to have a me versus we attitude
- May not consider people in seeking personal advancement
- May over emphasize the need to control or direct people and projects
- Can be driven by the desire to achieve status and recognition



Energizers

Lead a group
Create and control destiny
Obtain status symbols

Stressors

Work behind the scenes
Have a small workspace
Delay personal advancement



13%
of the Population

Words That Work

Award
Win
Lead



0/5
0% of the Team

Words That Don't Work

Share
Supportive
Cooperative

Structured Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Seek to establish standards by which they operate
- Value a traditional and proven approach
- Place a high value on working within defined and structured systems
- Tend to have a "code" by which to live
- May protect and potentially promote principles and beliefs

Potential Weaknesses

- Tend to resist change to established procedures
- May place personal ideology before that of the organization
- Can be closed-minded and judgmental toward other viewpoints
- Can over-promote their philosophy to others



Energizers

Advance their cause
Fit within a structure
Seek consistency

Stressors

Ignore established protocols
Redesign existing systems
Disregard tradition



5%

of the Population

Words That Work

Order
Constant
Ideology



0/5

0% of the Team

Words That Don't Work

New methods
Progressive
Possibilities

Samuel Sample

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Instinctive Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Comfortable starting a project before gathering all information
- Seek information that has a direct application
- Can rely on past experiences
- Seek specific information to address a current situation
- Understand the value of intuition

Potential Weaknesses

- May disregard excess information
- Can rely too much on past experience and intuition
- May start a project without all the required information
- Tend to jump to conclusions without gathering all the information

Instinctive



Knowledge

Intellectual

Energizers

Learn on demand
Discover specific knowledge
Decide based on intuition

Stressors

Discuss hypothetical subjects
Excessively learn
Conduct extensive research



3%

of the Population

Words That Work

Specific
Intuitive
Relevant



0/5

0% of the Team

Words That Don't Work

Comprehensive
Examine
Classify

Selfless Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Willing to participate without consideration for personal circumstance
- Focus on the completion of a task rather than efficiency
- Provide assistance and resources with minimal expectation of personal return
- Define value or success by what comes out of a situation not what is put in
- Accomplish tasks simply for the sake of accomplishment

Potential Weaknesses

- Tend to have casual approach to how performance is measured
- May value completion of the tasks over time, resources, or talent limitations
- May view activity as productivity
- Can potentially waste resources

Selfless



Utility

Resourceful

Energizers

Work on unrestricted projects
Act spontaneous
Complete tasks

Stressors

Focus on the process
Assess practical results
Measure success through efficiency



7%

of the Population

Words That Work

Accomplish
Complete
Casual



0/5

0% of the Team

Words That Don't Work

Gain
Efficient
Benefit

Objective Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Emphasize the destination not the journey
- Isolate personal challenges and remains focused on the task
- Focus on the function not the appearance
- Compartmentalize and focus on the situation
- Can succeed in chaotic environments

Potential Weaknesses

- Tend to miss the overall experience by focusing only on tangible components
- May ignore environments that are potentially distracting for others
- May overemphasize the function with disregard for appearance
- Can over compartmentalize and miss the issues of the whole picture

Objective



Harmonious

Surroundings

Energizers

Persevere in Chaos
Compartmentalize
Appreciate functionality

Stressors

Pursue intangible ideas
Be subjective
Focus on harmony



12%

of the Population

Words That Work

Reality

Detach

Factual



0/5

0% of the Team

Words That Don't Work

Harmony

Beauty

Subjective

Intellectual Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Seek to make the unknown known
- Eager to learn and discover
- Research much more thoroughly compared to others
- Focus on information and facts
- Continually seek new knowledge and information

Potential Weaknesses

- Can be perceived as lacking common sense
- May pursue knowledge at the expense of practical matters
- May make decisions without subjective or emotional considerations
- Can value discovery over other priorities



Energizers

Objectively analyze ideas
Devote time to learn
Increase knowledge

Stressors

Approach ideas subjectively
Make educated guesses
Rush through learning



16%

of the Population

Words That Work

Learn
Research
Identify



0/5

0% of the Team

Words That Don't Work

Guess
Apply
Intuitive

Samuel Sample

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Collaborative Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Seek to fit in rather than stand out
- Feels comfortable in a supporting role
- Focus on what they contribute versus advancing their position
- Works behind the scenes to accomplish outcomes
- Set aside their own agenda for the good of the company/community

Potential Weaknesses

- Can be uncomfortable when they are singled out for their contribution
- Tend to back down on issues important to them to not "rock the boat"
- May pass on leadership opportunities
- May be overlooked because they do not promote themselves

Collaborative



Power

Commanding

Energizers

Feel included
Join supportive environments
Work on team projects

Stressors

Recognize individual achievements
Lead involuntarily
Be in egotistical environments



4%

of the Population

Words That Work

Cooperative
Supportive
Together



0/5

0% of the Team

Words That Don't Work

Individual
Command
Status

Receptive Team Characteristics



The following information may be characteristics that are missing or could benefit the current team.

Strengths and Weaknesses

Potential Strengths

- Consider themselves an independent thinker
- Draw from many systems and ways of thinking to create something new
- Open to new ideas, methods and opportunities
- Seek new ways to accomplish routine tasks
- Adopt only aspects of systems if they see a benefit

Potential Weaknesses

- Resist systems or structures being forced on them
- Resist overly structured ways of thinking and approaches
- Question every system and every step in a system
- Seek change for the sake of change

Receptive



Structured

Methodologies

Energizers

Create new systems
Explore possibilities
Question unnecessary protocols

Stressors

Follow outdated processes
Work with restrictions
Support status quo



11%

of the Population

Words That Work

Agile
Options
Possibilities



0/5

0% of the Team

Words That Don't Work

Hierarchy
Routine
Tradition

Primary Cluster Overview



Every individual has a hierarchy of Driving Forces, some of which may be a revelation to them when they experience their assessment results. Every human being encounters situations where they have to interact with aspects related to knowledge, utility, others, surroundings, power and methodologies. Driving Forces can be examined individually, but the majority of the time they act in combinations as we respond to situations. The various combinations of the Driving Forces can be virtually infinite, therefore TTI SI suggests that you consider a person's top four Driving Forces when examining why that individual is driven to do what they do.


The 12 Driving Forces will fall into one of three clusters: Primary, Situational or Indifferent. These clusters will affect why a person acts the way they do in every situation.

The top four Driving Forces create a cluster that moves a person to action most, if not all, of the time. Thus, by focusing on the cluster rather than a single driver, combinations are created that are very specific to the individual. The closer the scores are to each other, the more a person employs each driver. When dealing with the Primary cluster, it is important to consider which Primary Driving Force is the most relevant in a particular context.

This section includes the six keywords and the corresponding Driving Forces. Each keyword page lists the names of team members who have one of these factors in the Primary Driving Forces cluster.


Knowledge Overview



| Instinctive |  | Intellectual |
|-------------|--|--------------|
| | 1 | |
| | 2 | |
| | 3 | |
| | 4 | |


Utility Overview



| Selfless |  | Resourceful |
|-------------|--|--------------|
| | 1 | Sue Anderson |
| | 2 | |
| | 3 | |
| Frank Jones | 4 | Amanda Doe |


Surroundings Overview



| Objective |  | Harmonious |
|----------------------------|--|-------------|
| | 1 | Frank Jones |
| John Smith Joe Williams | 2 | |
| Amanda Doe | 3 | |
| | 4 | |


Others Overview



| Intentional |  | Altruistic |
|--|--|------------|
| Amanda Doe John Smith Joe Williams | 1 | |
| Sue Anderson Frank Jones | 2 | |
| | 3 | |
| | 4 | |

Power Overview



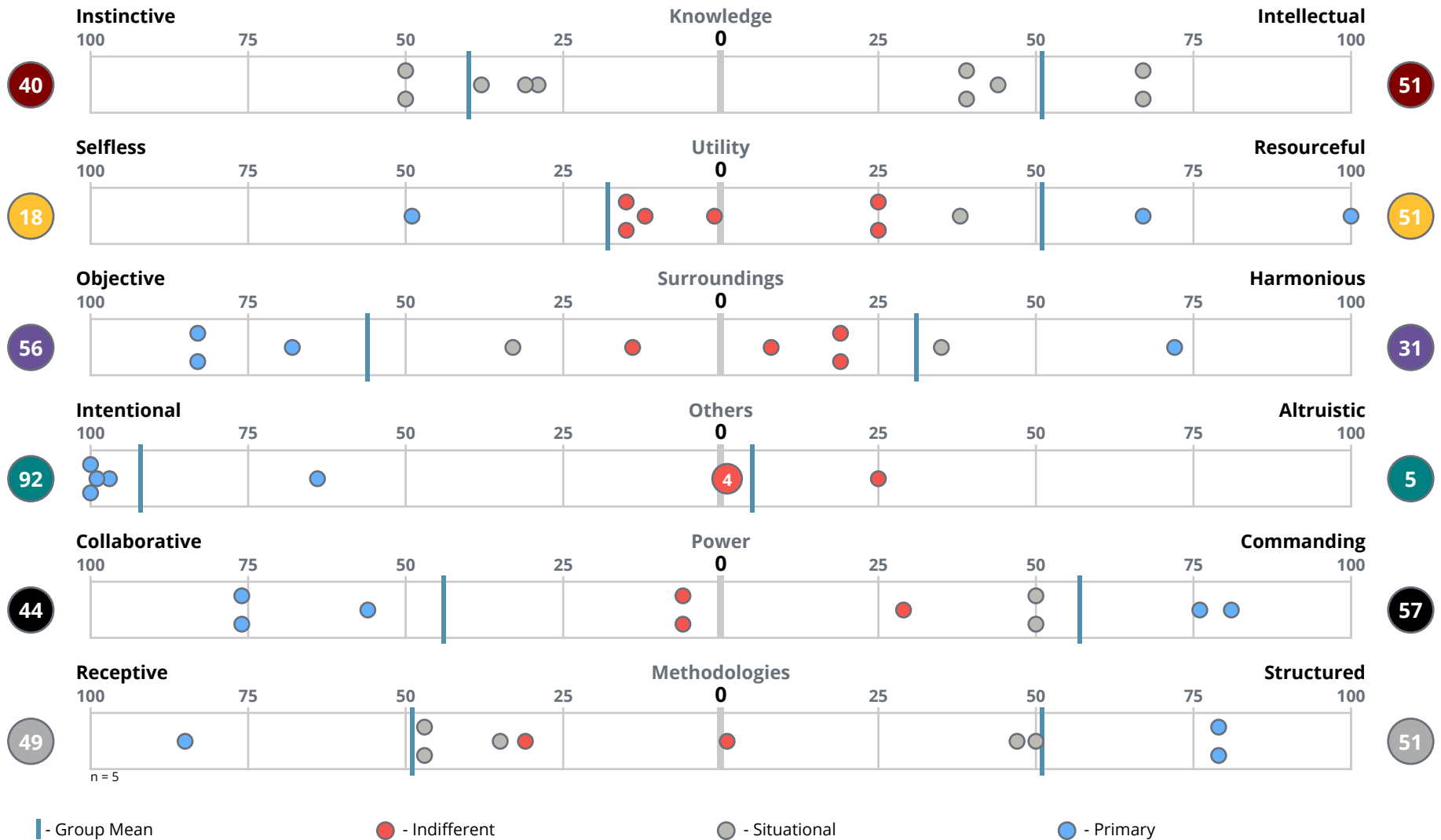
| Collaborative |  | Commanding |
|----------------------------|--|--------------|
| | 1 | |
| | 2 | Amanda Doe |
| Frank Jones | 3 | |
| John Smith Joe Williams | 4 | Sue Anderson |

Methodologies Overview



| Receptive |  | Structured |
|--------------|--|----------------------------|
| | 1 | |
| | 2 | |
| Sue Anderson | 3 | John Smith Joe Williams |
| | 4 | |

Driving Forces Group Bars



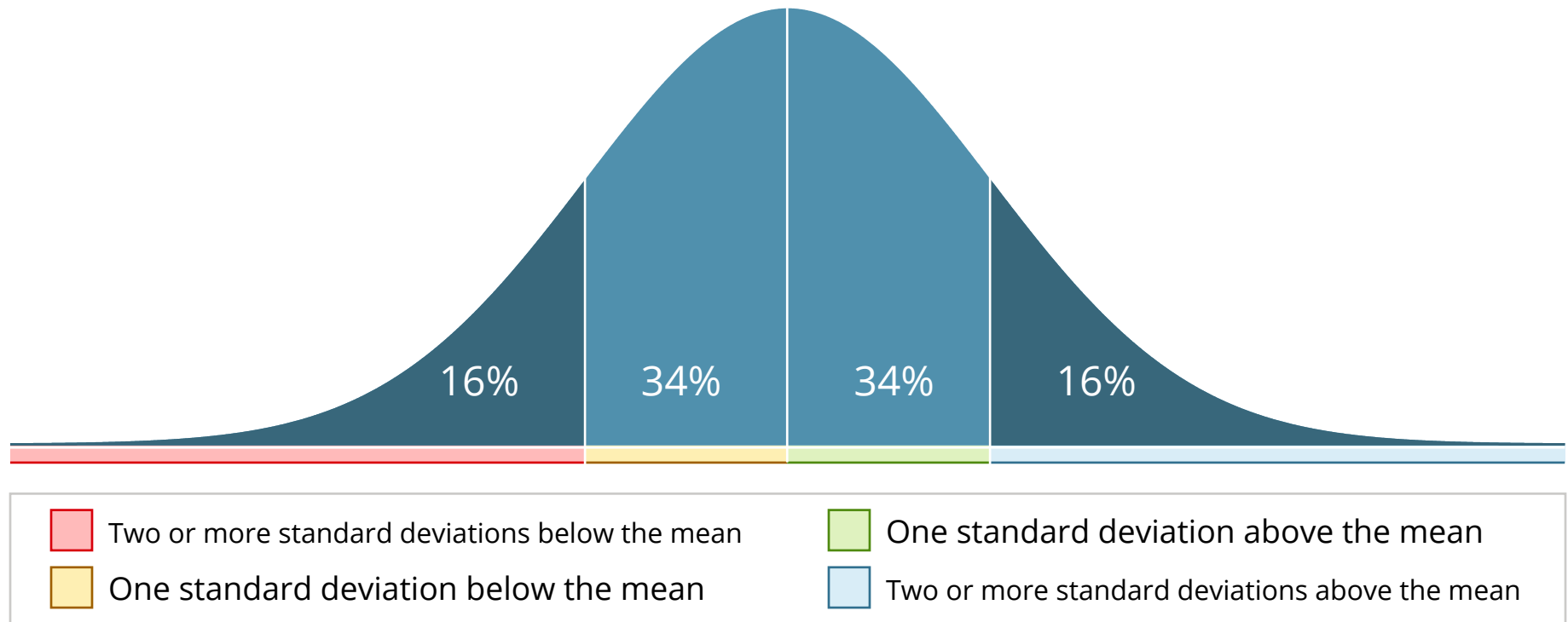
The Bell Curve Defined



Understanding how to read a bell curve and standard deviation will enable you to clearly analyze the composition of your team.

The bell curve, known as a normal distribution, is the most common type of distribution for a population. The highest point on the curve, represents the highest population of people, or the mean of the group. The standard deviation is a number used to show how data is spread out from the mean, representing a percentage of the total data collected.

For example, if the assessment scores of 100 people are collected and used in a normal probability distribution, 68 people, representing 68% of the 100 assessment scores, should fall within one standard deviation of the mean. Thirty four percent will be one standard deviation above the mean and 34% will be one standard deviation below the mean. The remaining 32% of people will be two or more standard deviations away from the mean. Sixteen percent will be two or more standard deviations above the mean and 16% will be two or more standard deviations below the mean.



Driving Forces Comparison



| Driving Forces | Team Avg. | S. Anderson | A. Doe | F. Jones | J. Smith | J. Williams | Mean |
|----------------|-----------|-------------|--------|----------|----------|-------------|------|
| Intentional | 92 | 97 | 99 | 64 | 100 | 100 | 51 |
| Commanding | 57 | 76 | 81 | 29 | 50 | 50 | 50 |
| Objective | 56 | 33 | 68 | 14 | 83 | 83 | 50 |
| Intellectual | 51 | 39 | 44 | 39 | 67 | 67 | 54 |
| Resourceful | 51 | 100 | 67 | 38 | 25 | 25 | 42 |
| Structured | 51 | 0 | 50 | 47 | 79 | 79 | 38 |
| Receptive | 49 | 85 | 35 | 31 | 47 | 47 | 46 |
| Collaborative | 44 | 6 | 6 | 56 | 76 | 76 | 35 |
| Instinctive | 40 | 29 | 31 | 38 | 50 | 50 | 29 |
| Harmonious | 31 | 35 | 8 | 72 | 19 | 19 | 35 |
| Selfless | 18 | 0 | 12 | 49 | 15 | 15 | 40 |
| Altruistic | 5 | 0 | 0 | 25 | 0 | 0 | 33 |

Two or more standard deviations below the mean

One standard deviation below the mean

One standard deviation above the mean

Two or more standard deviations above the mean