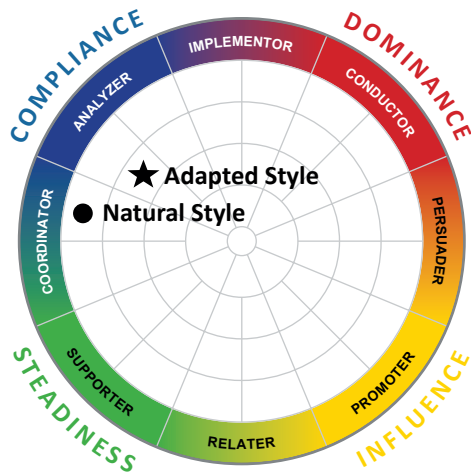


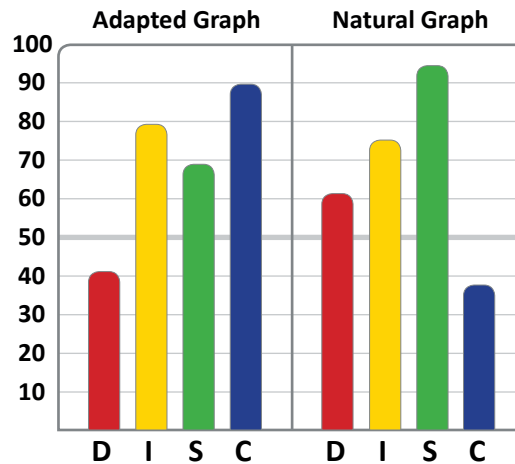
Candidate Overview

Candidate Name can be friendly with others in many situations, but primarily with groups of established friends and associates. She can be obliging and accommodating. When she has strong feelings about a particular problem, you should expect to hear these feelings, and they will probably be expressed in an emotional manner. She may not understand why everyone doesn't see life as she does!

Insights Wheel and Behavioral Graph



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Stress Indicators

- Dominance** High: becomes more assertive.
- Influence** High: becomes more people oriented.
- Steadiness** Medium: slows pace down.
- Compliance** High: takes less risks, takes a lot less risks

Potential Strengths

Candidate is a Natural **Promoting Relater**.

She has the ability to turn confrontation into positives, through creative problem solving with optimism and enthusiasm.

- Volunteers her knowledge on many subjects.
- Brings balance to the organization in a positive and friendly way.
- Steady, consistent and balanced member of the team.

Talent Hierarchy

Behaviors

- Frequent Interaction with Others
- People Oriented
- Customer Relations

Motivators

- Theoretical
- Aesthetic
- Utilitarian

Potential Conflicts:

Candidate is **aware** that her values conflict in these ways:

- May present facts and figures with too much emotion
- Over emphasizes the experience compared to the results.

Tips for Communicating:

Candidate prefers to be communicated with in these ways:

- Be sincere and use a tone of voice that shows sincerity.
- Read the body language for approval or disapproval.
- Use enough time to be stimulating, fun-loving, & fast-moving.
- Give her time to ask questions.