

WHAT IS THE SUCCESS INSIGHTS WHEEL?

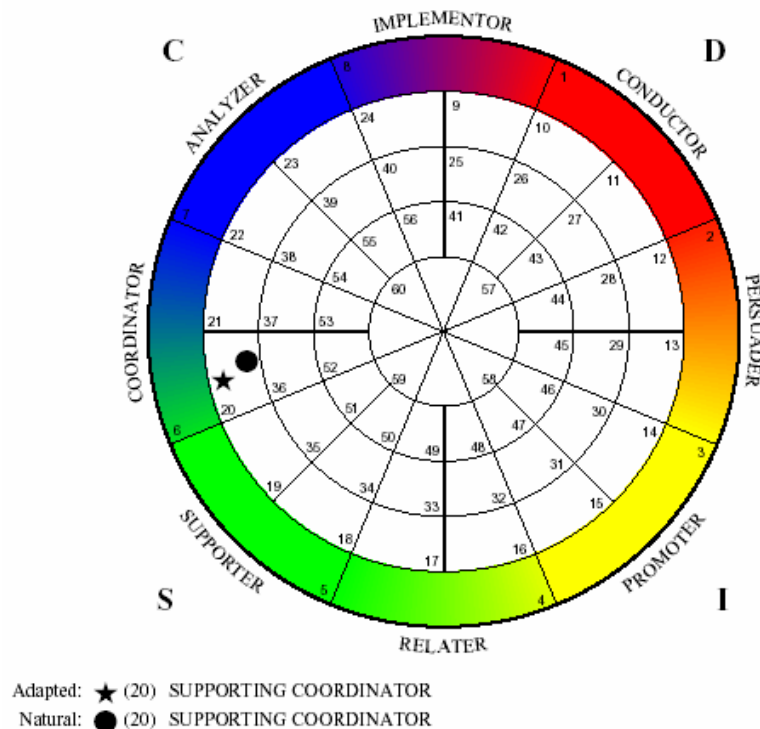
The Success Insights Wheel is a powerful tool that adds a visual representation to your behavior style. It allows you:

- View your natural behavior style (circle).
- View your adapted behavioral style (star).

The next page of the report has your natural style and adapted style plotted on the wheel. An example of an individual's wheel can be seen below.

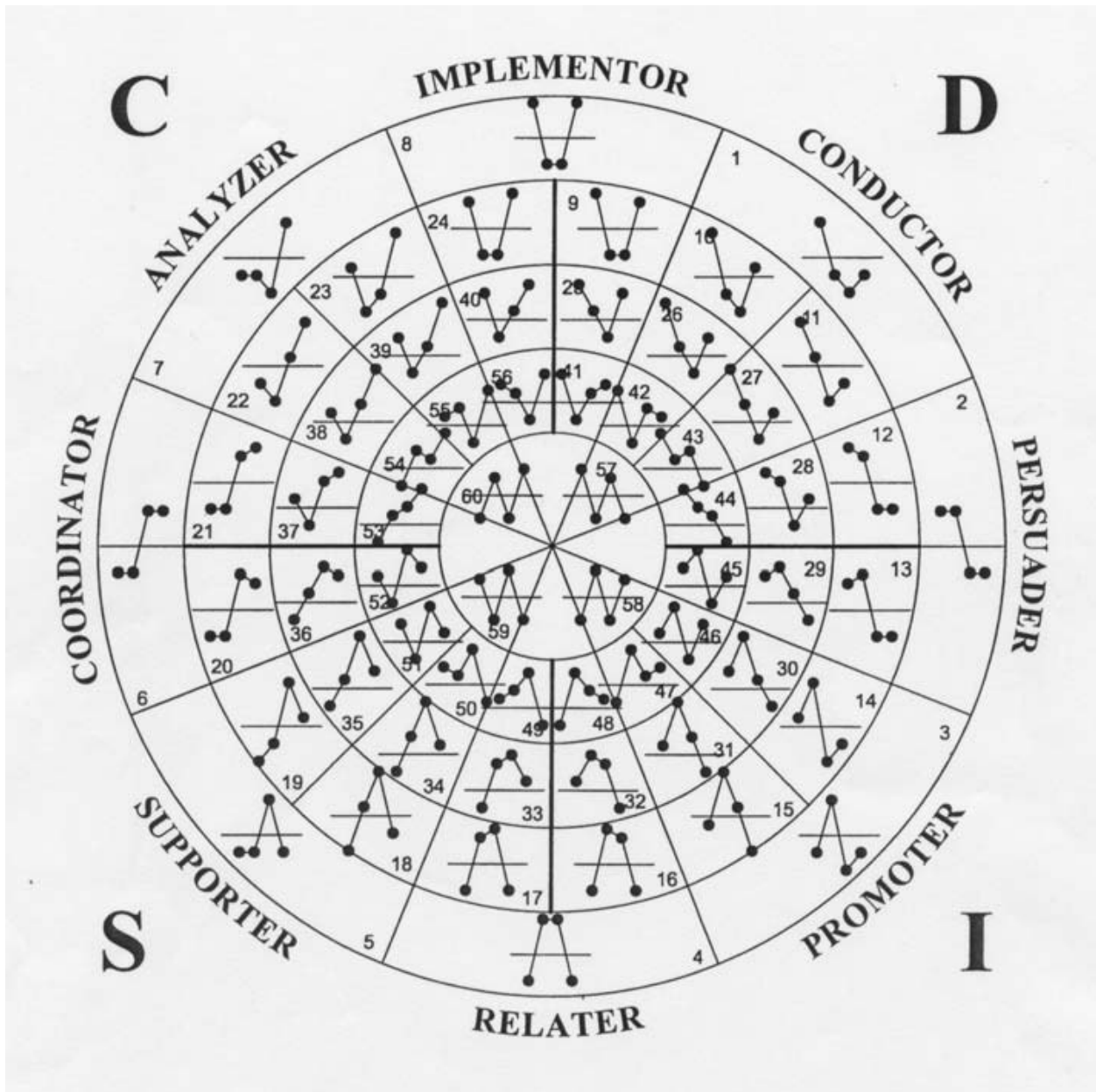
If you are part of a team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able to identify where communication, understanding and appreciation can be increased.

EXAMPLE



THE SUCCESS INSIGHTS WHEEL™

The Success Insights Wheel™ was developed to give you a visual representation of your Natural and Adapted behavior styles. The wheel allows you to visualize several styles easily at one time. There are a total of 384 styles the software reports are able to analyze. The Success Insights Wheel only plots 60 of these styles.



Behavior styles 1, 3, 5, and 7 (Ring #1) contain only one plotting point above the mid-line / energy line and represent only about 4% of the general population. These are the pure D, I, S, and C styles.

Behavior styles 2, 4, 6, and 8 (Ring #1) contain two plotting points above the mid-line/energy line. The majority of the general population is represented by more than one plotting point above the mid-line / energy line. These are the blended DI, IS, SC, and CD styles.

Behavior styles 9-24 (Ring #2) contain two plotting points above the mid-line/energy line. Notice that as you move away from a factor, it begins to move lower on the graph. As you approach the next factor, the factor you are approaching begins to rise on the graph.

Behavior styles 25-40 (Ring #3) contain three plotting points above the mid-line/energy line. People with behavior styles in the third ring appear to be more adaptable or flexible, as a result of having three plotting points above the mid-line/energy line.

Behavior styles 41-56 (Ring #4) are pulling behavior across the wheel from the opposite side. There are three plotting points above the mid-line / energy line, however one dimension has been pulled from the opposite side of the wheel. The styles that pull from “across” the wheel are a little more complicated. Some things seem to work in tandem at times, however at other times, this style may seem to argue with themselves from time to time.

Behavior styles 57-60 (Inner-most Ring) have two plotting points above the mid-line/energy line. These styles pull behavior from completely across the wheel. Style #57 is called the “Columbo Pattern” The “High D” factor says that he is always in charge, while the “Low I” factor never lets anyone know what he is thinking. The “High S” says that he works on one case at a time, while the “Low C” says that he never follows anybody’s rules, except his own. Former President Richard Nixon was this same style

There are eight descriptors around the wheel that are general descriptive words of the graphs in that category. They are there to allow the participant to use a word that generally describes their combination of behaviors.

The general definitions are below:

- Conductor - direct and results oriented
- Persuader - optimistic and flexible
- Promoter - verbal and trusting
- Relater - cooperative team player
- Supporter - accommodating and persistent
- Coordinator - cautious and self-disciplined
- Analyzer - precise and detail-oriented
- Implementer - creative and indecisive