



TTI
SUCCESS
INSIGHTS®

12 Driving Forces®

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Understanding Your Driving Forces

Eduard Spranger first defined six primary types or categories to define human motivation and drive. These six types are Theoretical, Utilitarian, Aesthetic, Social, Individualistic and Traditional.

With TTISI's additional insights into Spranger's original work, the 12 Driving Forces® came to life. The 12 Driving Forces® are established by looking at each motivator on a continuum and describing both ends. All of the twelve descriptors are based on six keywords, one for each continuum. The six keywords are Knowledge, Utility, Surroundings, Others, Power and Methodologies.

You will learn how to explain, clarify and amplify some of the driving forces in your life. This report will empower you to build on your unique strengths, which you bring to work and life. You will learn how your passions from 12 Driving Forces® frame your perspectives and provide the most accurate understanding of you as a unique person.

Please pay careful attention to your top four driving forces, as they highlight what most powerfully moves you to action. As you examine the next tier of four driving forces, you'll recognize they may have strong pull for you, but only in certain situations. Finally, when reviewing the bottom four driving forces, you will identify your varying levels of indifference or total avoidance.

Once you have reviewed this report you will have a better grasp of one of the key areas in the Science of Self™ and will:

- Identify and understand your unique Driving Forces
- Understand and appreciate the Driving Forces of others
- Establish methods to recognize and understand how your Driving Forces interact with others to improve communication



General Characteristics

Based on your responses, the report has generated statements to provide a broad understanding of WHY YOU DO WHAT YOU DO. These statements identify the motivation that you bring to the job. However, you could have a potential Me-Me conflict when two driving forces seem to conflict with each other. Use the general characteristics to gain a better understanding of your driving forces.

Jane is able to let go of possessions without looking at future needs or uses. She focuses on the greater good versus her return on investment. She values people for who they are versus what they can provide. She will focus on the totality of a situation to ensure a rewarding interaction. Jane is most comfortable working in an aesthetically pleasing environment. Looking and feeling good enhances her daily productivity. She prefers to be part of a work group or team. She can set aside her own agenda for the good of the company. Saying "no" may be difficult when others need her time or talent. She may have an interest in improving the working conditions for others. She may support organizations that stand for commonly held beliefs. For Jane, personal experiences are a key factor in decision-making.

Jane will focus more on the satisfaction of others rather than being restrained by efficiency. She will value the process and people involved more than the end result. She aspires to create unity and balance in her work environment. She will flourish in an environment where she has the opportunity to create harmony and balance in her surroundings and relationships. Jane likes to be behind the scenes and get things done. She is a natural fit playing the supporting role. She may strive to reduce the occurrence of conflict in the workplace. She may look at the process for faults before blaming an individual. Jane may evaluate others based on how and if they follow systems and rules. She sees value in following and implementing certain systems. She can be turned off by people who talk about things in detail if she has no interest in the subject. When required, Jane will seek knowledge to better understand a particular situation.



General Characteristics

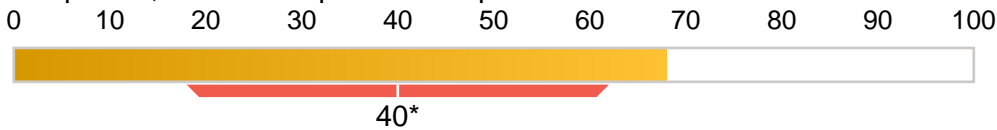
Jane will have a tendency to only read articles that appeal to her interests. When formulating a plan of action, Jane tends to use a systematic approach. She may be inclined to help other people in the organization, even if it's not in her best interest. She will complete tasks and projects without the need for public recognition. Jane feels a high level of satisfaction when she is able to create rapport and tranquility with others. She will thrive in a role where she can experience self-realization and gratification. She views money as a necessary means of surviving not as a sense of accomplishment. She will accomplish tasks for the sake of accomplishment.



Primary Driving Forces Cluster

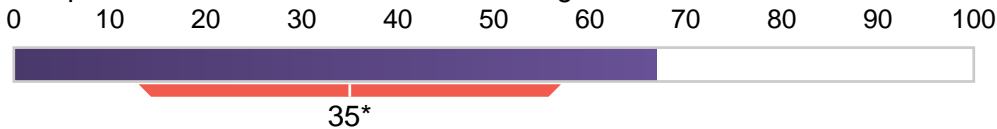
Your top driving forces create a cluster of drivers that move you to action. If you focus on the cluster rather than a single driver you can create combinations of factors that are very specific to you. The closer the scores are to each other the more you can pull from each driver. Think about the driver that you can relate to most and then see how your other primary drivers can support or complement to create your unique driving force.

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



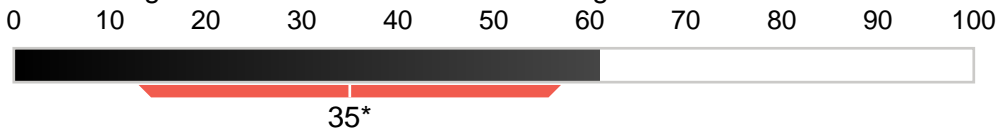
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2. Harmonious - People who are driven by the experience, subjective viewpoints and balance in their surroundings.



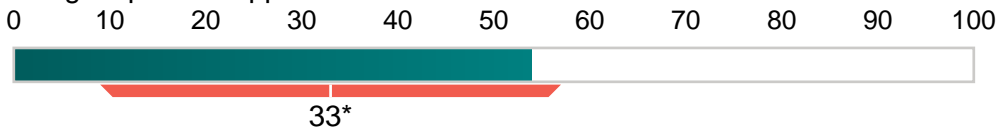
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3. Collaborative - People who are driven by being in a supporting role and contributing with little need for individual recognition.



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



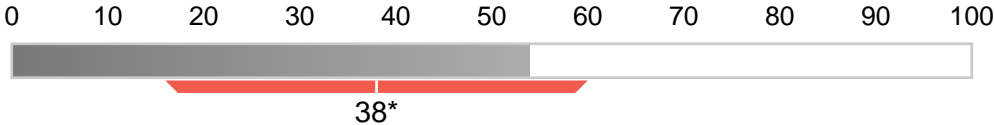
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Situational Driving Forces Cluster

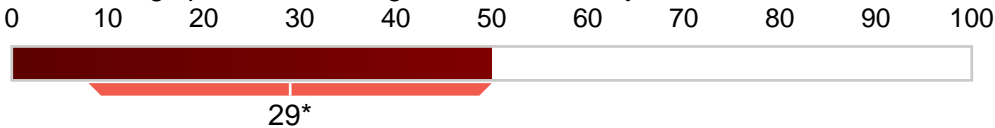
Your middle driving forces create a cluster of drivers that come in to play on a situational basis. While not as significant as your primary drivers, they can influence your actions in certain scenarios.

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



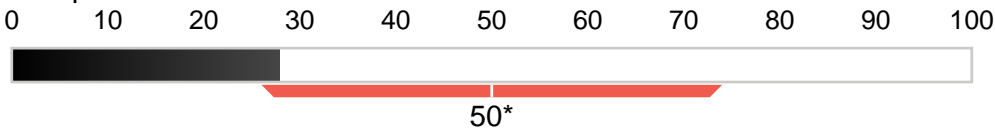
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6. Instinctive - People who are driven by utilizing past experiences, intuition and seeking specific knowledge when necessary.



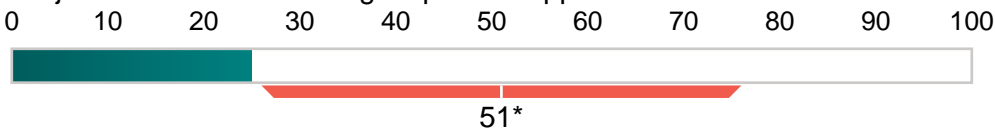
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7. Commanding - People who are driven by status, recognition and control over personal freedom.



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



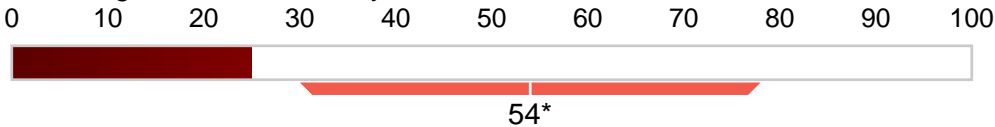
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Indifferent Driving Forces Cluster

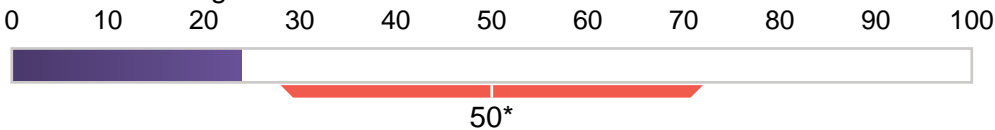
You may feel indifferent toward some or all of the drivers in this cluster. However, the remaining factors may cause an adverse reaction when interacting with people who have one or more of these as a primary driving force.

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



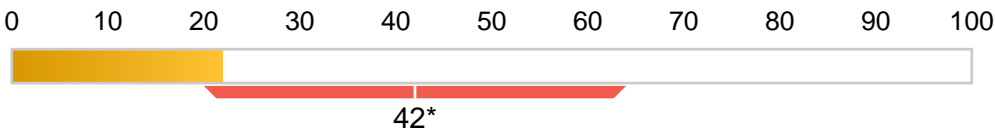
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10. Objective - People who are driven by the functionality and objectivity of their surroundings.



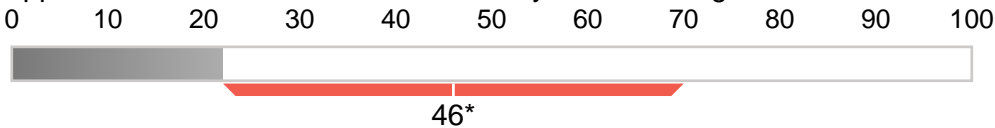
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11. Resourceful - People who are driven by practical results, maximizing both efficiency and returns for their investments of time, talent, energy and resources.



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



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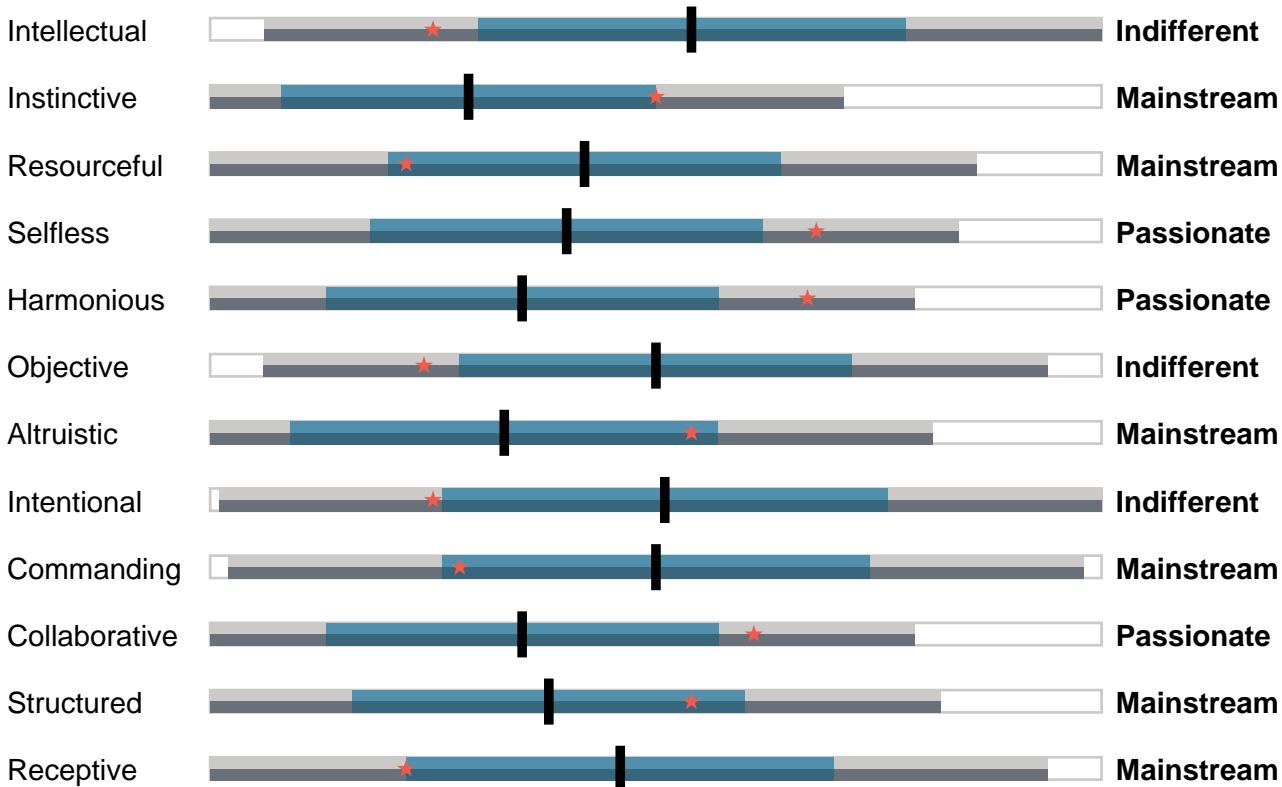


Areas for Awareness

For years you have heard statements like, "Different strokes for different folks," "to each his own," and "people do things for their own reasons, not yours." When you are surrounded by people who share similar driving forces, you will fit in with the group and be energized. However, when surrounded by people whose driving forces are significantly different from yours, you may be perceived as out of the mainstream. These differences can induce stress or conflict.

This section reveals areas where your driving forces may be outside the mainstream and could lead to conflict. The further above the mean and outside the mainstream you are, the more people will notice your passion about that driving force. The further below the mean and outside the mainstream you are, the more people will notice your avoidance or indifference regarding that driving force. The shaded area for each driving force represents 68 percent of the population or scores that fall within one standard deviation above or below the national mean.

Norms & Comparisons Table - Norm 2017

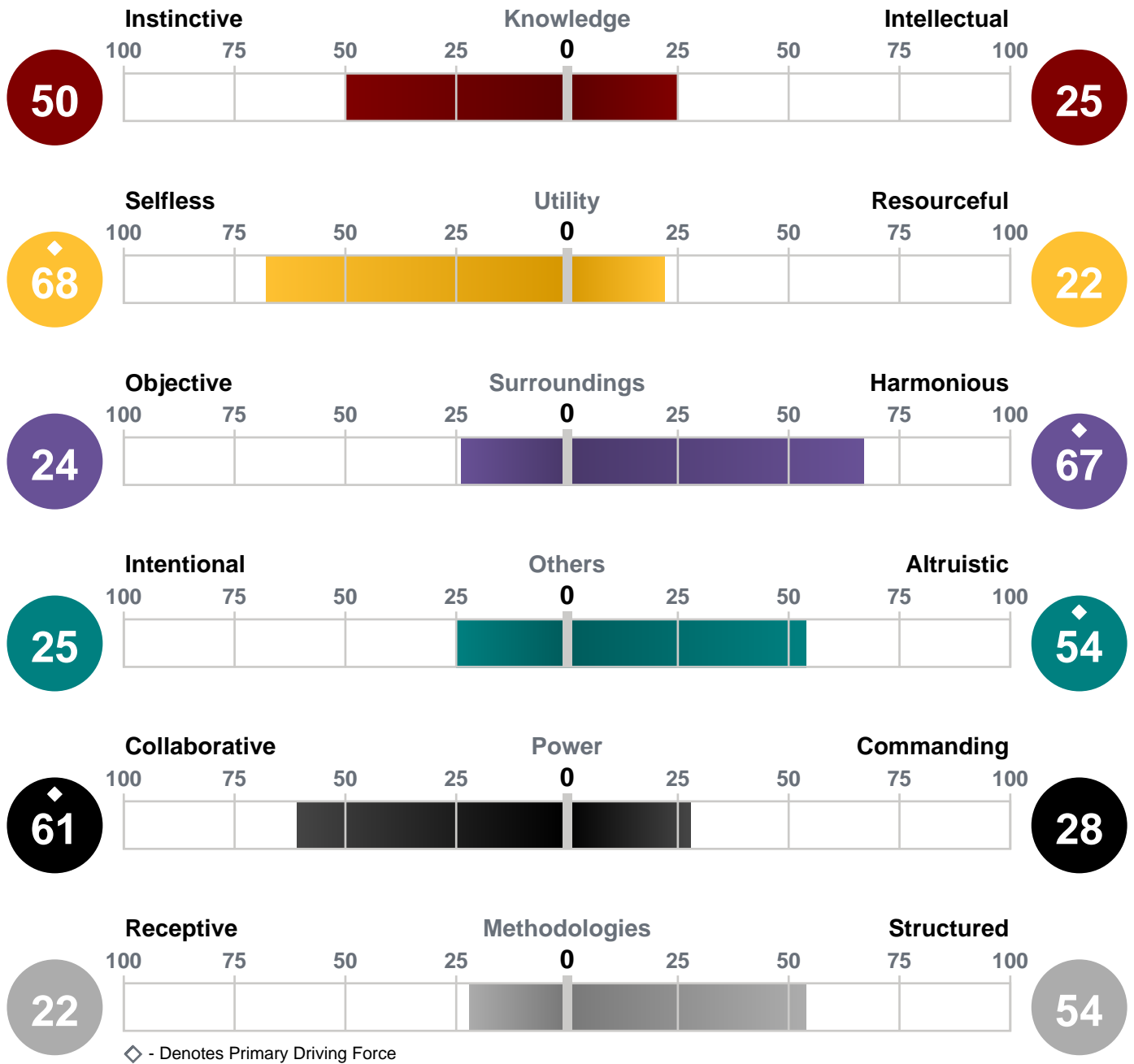


■ - 1st Standard Deviation - * 68% of the population falls within the shaded area. ■ - national mean ★ - your score
 ■ - 2nd Standard Deviation
 □ - 3rd Standard Deviation

Mainstream - one standard deviation of the national mean
Passionate - two standard deviations above the national mean
Indifferent - two standard deviations below the national mean
Extreme - three standard deviations from the national mean

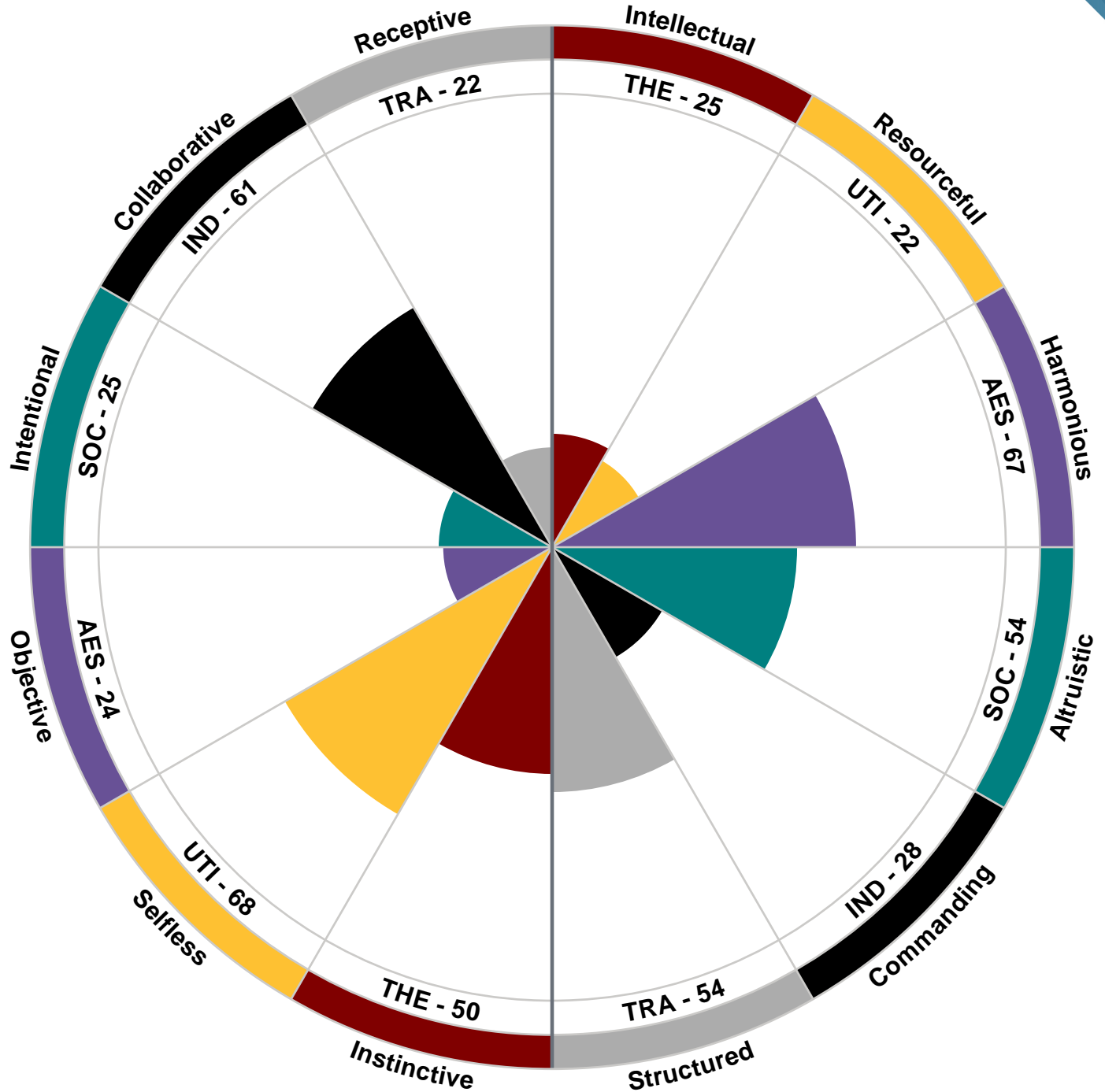


Driving Forces Graph





Driving Forces Wheel





Descriptors Wheel

