



FAMILY RELATIONSHIPS

Adult Version



Jane Doe

3-26-2013

FEELING GOOD is Now an Option
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Behavioral research suggests that the most effective people are those who understand themselves, both their strengths and weaknesses, so they can develop strategies to meet the demands of their environment.

A person's behavior is a necessary and integral part of who they are. In other words, much of our behavior comes from "nature" (inherent), and much comes from "nurture" (our upbringing). It is the universal language of "how we act," or our observable human behavior.

In this report we are measuring four dimensions of normal behavior. They are:

- how you respond to problems and challenges.
- how you influence others to your point of view.
- how you respond to the pace of the environment.
- how you respond to rules and procedures set by others.

This report analyzes behavioral style; that is, a person's manner of doing things. Is the report 100% true? Yes, no and maybe. We are only measuring behavior. We only report statements from areas of behavior in which tendencies are shown. To improve accuracy, feel free to make notes or edit the report regarding any statement from the report that may or may not apply, but only after checking with friends or colleagues to see if they agree.

*"All people exhibit all four behavioral factors in varying degrees of intensity."
-W.M. Marston*



Understanding yourself and others is the first step toward developing effective communication. Based on Jane's responses, the report has selected statements to provide a basis for understanding her behavior. Read each statement and discuss it with other family members. Eliminate any statement which EVERYONE agrees does not apply.

- You are very quick in both thought and action and maybe too quick for some family members.
- Sometimes you become so involved with your own projects that you seem aloof and cool to other family members although they feel no hostility.
- You place a high value on efficiency, determination and persistence in both yourself and other family members.
- Other family members sometimes get in your way and you often feel you could do things better yourself.
- You have all the characteristics of a winner, but having these characteristics does not guarantee success in dealing with interpersonal relationships.
- You are just as demanding of yourself as you are of others and possibly to the point that you irritate others.
- You should strive to make sure that all family members fully understand what it is that you want them to do.
- You need to work on being more patient and on improving your listening skills.
- You tend to be impatient and faultfinding with those who do not act as quickly as you.
- You can discipline yourself as well as discipline other family members.
- You need to realize that you cannot basically change your need for control, but you can mask that when appropriate.

NOTES



GENERAL STATEMENTS

- You need to learn how to use silence as a motivator.
- Your strong and self-confident image may sometimes be interpreted by other family members as being arrogant.
- Some family members may misunderstand your solutions to certain problems, as you like to verbalize quickly all the options available.
- You strongly believe in your own decisions and sometimes go out of the way to persuade others to the fact that you are correct.
- You can be very warm, close and friendly when people are talking to you about the things you value.
- Once you have made a decision about a particular matter the family should do, you can be very persuasive and motivating.
- You have high expectations of your own role and high expectations of other family members' roles.
- Your friends generally see you as a person who is able to attack tough problems and bring them to a satisfactory conclusion.
- You usually possess more persuasive powers than many other parents.
- Your strong verbal style is a true asset, but you need to be careful on how you use it.
- You prefer difficult tasks and competitive situations on the job and sometimes carry these into the home, often to your detriment.
- You can be very intense when carrying out certain family duties. Sometimes you may have difficulty fitting the intensity to the situation.
- Sometimes you move and talk so rapidly that other family members cannot orient themselves to what you are saying.

NOTES



CHECKLIST FOR COMMUNICATING

This section of the report provides methods for communicating with Jane. Read and discuss each statement. Identify those statements which are most important to Jane. Share these statements with other family members. Make a list and practice using them in your daily communication with Jane.

- Ask specific (preferably "what"?) questions.
- Plan interaction that supports her dreams and intentions.
- Take issue with facts, not the person, if you disagree.
- Leave time for relating, socializing.
- Use enough time to be stimulating, fun-loving, fast-moving.
- Motivate and persuade by referring to objectives and results.
- Support the results, not the person, if you agree.
- Read the body language - look for impatience or disapproval.
- Provide ideas for implementing action.
- Provide questions, alternatives, and choices for making her own decisions.
- Read the body language for approval or disapproval.

NOTES



DON'TS ON COMMUNICATING

This section of the report lists the things NOT to do when communicating with Jane. Read each statement and identify those that result in frustration or ineffective communication. Share them with all family members so they can refrain from using these methods.

- Don't leave loopholes or cloudy issues if you don't want to be zapped.
- Don't let disagreement reflect on her personally.
- Don't reinforce agreement with "I'm with you."
- Don't talk down to her.
- Don't be dogmatic.
- Don't leave decisions hanging in the air.
- Don't legislate or muffle - don't overcontrol the conversation.
- Don't spend excessive time on the details, put them in writing, and pin her to modes of action.
- Don't drive on to facts and figures.
- Don't speculate wildly, or offer guarantees and assurances where a risk exists in meeting them.
- Don't forget or lose things; be disorganized or messy; confuse or distract her mind.
- Don't ask rhetorical questions, or useless ones.

NOTES



Based on Jane's responses, the report has marked those words that describe her personal behavior. They describe how she solves problems and meets challenges, influences people, responds to the pace of the environment and how she responds to rules and procedures set by others.

Dominance	Influencing	Steadiness	Compliance
Demanding	Effusive	Phlegmatic	Evasive
Egocentric	Inspiring	Relaxed	Worrisome
Driving	Magnetic	Resistant to Change	Careful
Ambitious	Political	Nondemonstrative	Dependent
Pioneering	Enthusiastic	Passive	Cautious
Strong-Willed	Demonstrative	Patient	Conventional
Forceful	Persuasive	Possessive	Exacting
Determined	Warm	Predictable	Neat
Aggressive	Convincing	Consistent	Systematic
Competitive	Polished	Deliberate	Diplomatic
Decisive	Poised	Steady	Accurate
Venturesome	Optimistic	Stable	Tactful
Inquisitive	Trusting	Mobile	Open-Minded
Responsible	Sociable	Active	Balanced Judgment
Conservative	Reflective	Restless	Firm
Calculating	Factual	Alert	Independent
Cooperative	Calculating	Variety-Oriented	Self-Willed
Hesitant	Skeptical	Demonstrative	Stubborn
Low-Keyed	Logical	Impatient	Obstinate
Unsure	Undemonstrative	Pressure-Oriented	Opinionated
Undemanding	Suspicious	Eager	Unsystematic
Cautious	Matter-of-Fact	Flexible	Self-Righteous
Mild	Incisive	Impulsive	Uninhibited
Agreeable	Pessimistic	Impetuous	Arbitrary
Modest	Moody	Hypertense	Unbending
Peaceful	Critical		Careless with Details
Unobtrusive			



To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

To relate more effectively with _____, I need to:

- 1.
- 2.
- 3.

The Communication skills I need to develop are:

- 1.
- 2.
- 3.
- 4.

I agree to practice the listed communication techniques and develop communication skills in the areas indicated.

Signed: _____ Date: _____



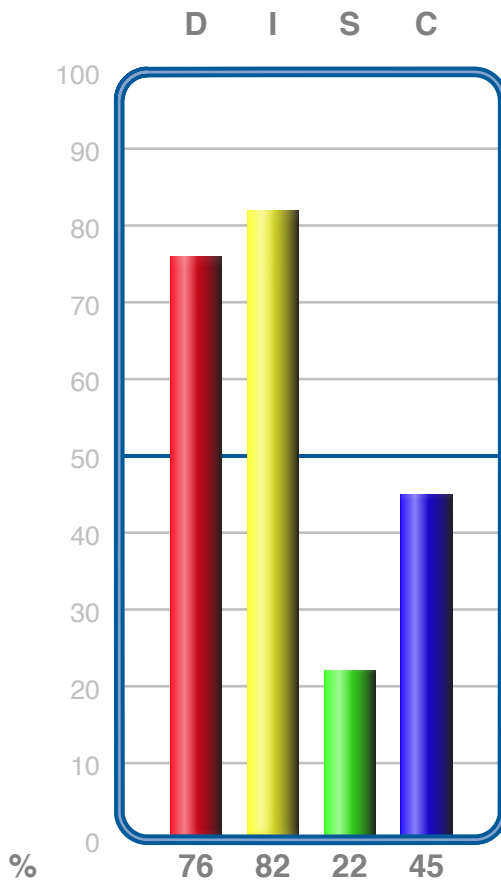
Jane Doe

3-26-2013

MOST

Graph I

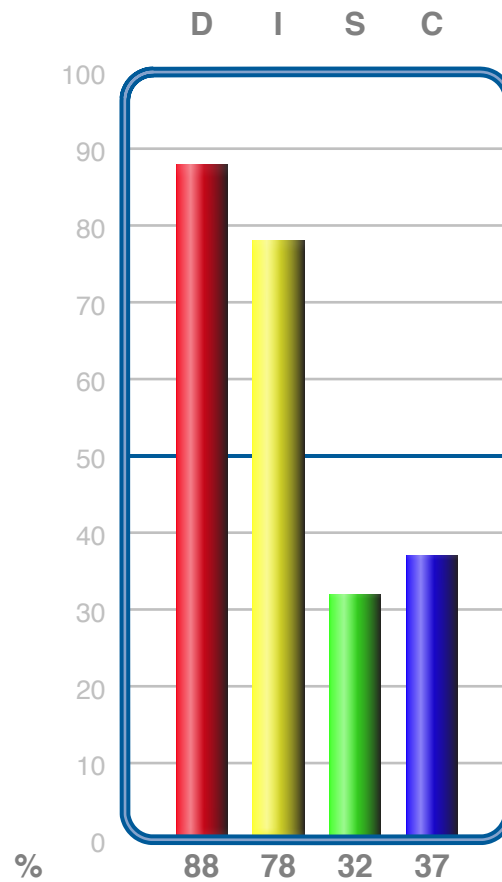
Adapted Style



LEAST

Graph II

Natural Style



Norm 2012 R4



The Success Insights® Wheel is a powerful tool popularized in Europe. In addition to the text you have received about your behavioral style, the Wheel adds a visual representation that allows you to:

- View your natural behavioral style (circle).
- View your adapted behavioral style (star).
- Note the degree you are adapting your behavior.
- If you filled out the Work Environment Analysis, view the relationship of your behavior to your job.

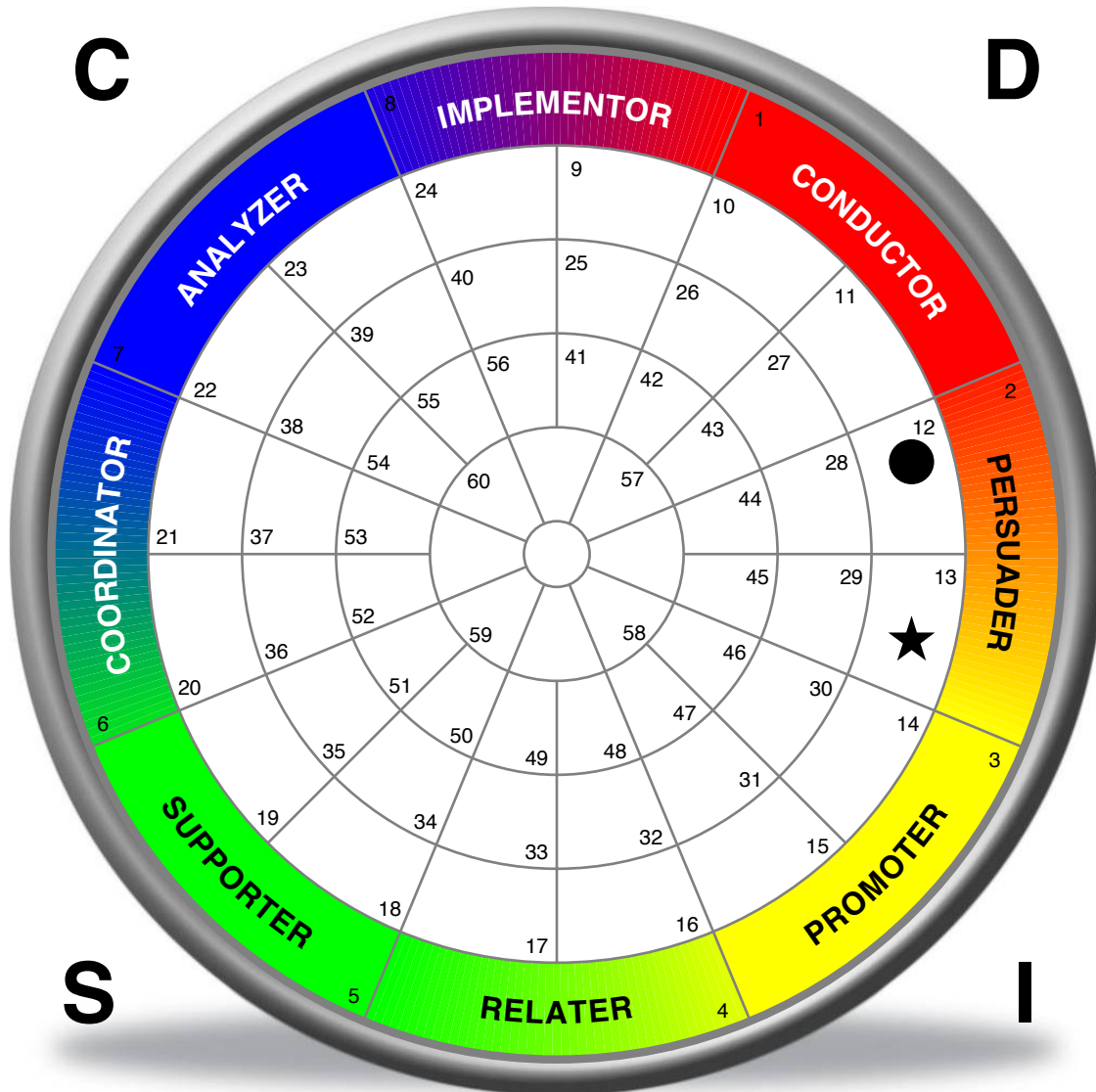
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

If you are part of a group or 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.



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Adapted: ★ (13) PROMOTING PERSUADER
 Natural: ● (12) CONDUCTING PERSUADER

Norm 2012 R4

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