

TTI Success Insights™ Collection

Executive Version



"We promote based on excellent JOB SKILLS and fire based on poor INTERPERSONAL SKILLS."

ENHANCED EXECUTIVE PERFORMANCE

Interacting effectively with a variety of people marks the difference between success and failure in both work and personal lives. Effective interpersonal interaction starts with an accurate perception of oneself. TTI Success Insights Executive report gives executives a greater knowledge of themselves and others, leading to enhanced performance.

EFFECTIVE MANAGEMENT COMMUNICATIONS

Of particular interest to the executive is how the Executive report identifies interpersonal communication preferences. Knowing this, the executive can use a communication system with others that is more effective and productive. Executives will become more aware of how their natural and adapted behavioral styles are influencing others' reactions to them and either enhancing or inhibiting their success — and the success of others.

INCREASED VALUE TO THE ORGANIZATION

Faced with an ever-changing landscape of challenges and opportunities, self-knowledge assists executives in achieving success for their organizations. Executives and their Coaches and/or Mentors can develop action plans to build on their strengths and overcome factors currently limiting their success. Increased value to the organization is the end result.

ACHIEVEMENT OF PEAK PERFORMANCE

People are most productive in environments that compliment and reward their own natural behaviors. However, natural behaviors may not produce desired results — especially when interacting with people who exhibit opposite behaviors. The Executive report will bring to light a number of opportunities for improvements in communication, driven by the work environment and coworkers' needs. By understanding the most effective adjustments to make to achieve success, the executive learns to effectively modify behavior as required, competently and productively.

Report Contents:

Each Executive report contains a number of personalized sections that illuminate separate areas with opportunities for enhanced communications and understand-

ing. The report can be professionally debriefed by the executive's coach or mentor, who can maximize the results and construct an effective action plan for follow up. The resulting information gained from debriefing this report is ideal as part of a performance management process emphasizing personal accountability.

Section Titles:

- General Characteristics
- Value to the Organization
- Checklist for Communicating
- Don'ts on Communicating
- Communication Tips
- Perceptions (Self and Others)
- Descriptors (Behavioral Style)
- Natural and Adapted Styles
(Problems, People, Pace, Procedures)
- Adapted Style
(Current Behavior in Relation to Work)
- Areas for Improvement
- Action Plan
- Behavioral Hierarchy
- Style Insights™ Graphs and Success Insights® Wheel

RESULTS/BENEFITS

An investment in the TTI Success Insights Executive report can yield important results and valuable benefits in several areas:

- Identifies how executives tend to approach problems and challenges.
- Targets characteristics that move an executive from a "manager" to a "leader."
- Offers strategies for communicating openly, ethically and directly to get the results the organization needs.
- Applies specifically to the successful performance of a CEO, business owner, manager and/or executive decision maker with no direct reports.

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