

Success Discovery Process

Making The Most Of Your Talents

Using The

TTI Success Insights™

Management-Staff Report

Introduction

The first step in achieving personal success is making sure you know and understand yourself. Using the Success Discovery Process, you will open the channels of communication in your professional and personal life.

The Success Discovery Process will show you how to understand the information in your SI Management Staff Report and apply it to your advantage. During the process, please keep the following in mind:

- Are people aware of how best to communicate with you?
- Are people aware of what motivates you?
- Are people aware of your preferred way of doing things?

And....Are you willing to commit to improvement and take responsibility for whom you are and where you want to go?

When you have completed your Success Discovery Process, you will find that understanding yourself will give you a newfound freedom to create the success you desire.

“The most successful people in the world are those who understand themselves and are able to develop strategies to succeed in any environment.”

—Bill J. Bonnstetter

Personal Discovery Action Plan

TTI Success Insights™ Management-Staff Report

The first step you are going to take is to read through your report and highlight statements that you would like to share with your manager and/or significant others. Start with the General Characteristics and highlight 3 statements from each paragraph. You will continue to highlight 3 statements from each of the following sections:

- Value to the Organization
- Checklist for Communicating
- Don'ts on Communicating
- Communication Tips
- Ideal Environment
- Keys to Motivating
- Keys to Managing
- Areas for Improvement

When you are going through the report the following are READ ONLY sections:

- Perceptions
- Descriptors
- Natural and Adapted Style
- Adapted Style

In the area provided, list the statements that you highlighted and wish to share with your manager and/or significant other.

Statements I Want To Share:
1.
2.
3.
4.
5.
6.
7.

8.
9.
10.
11.
12.
13.
14.
15.
16.
17.
18.

Value To The Organization

Many people find it difficult to talk about their value. Please refer to the Value To The Organization section of your report and identify 3 talents you would like others in the organization to know about you.

1.
2.
3.

Checklist for Communication

Most of us have a preferred way we like to receive communication. However, we have great difficulty explaining this to others. This exercise allows you to select both “Do’s” and “Don’ts” of communication. You can then share this with the appropriate people. With this information, communication with you should not be trial and error.

Please refer to the Checklist For Communicating and the Don’ts On Communicating sections of your report and enter the 3 highlighted statements that relate how to communicate with you and how not to communicate with you.

How to Communicate with You
1.
2.
3.

How Not to Communicate with You
1.
2.
3.

Communication Tips

When you consciously recognize others' communication styles and adapt, research shows that you will experience a greater appreciation and understanding of that person. You will find that your communication effectiveness will increase dramatically, giving you credibility and endorsement in that person's eyes.

Please refer to the Communication Tips section of your report.

When you are communicating with a person who is **ambitious, forceful, decisive, strong-willed, independent, and goal-oriented**, what should you do? Not do?

List the names of three people who match the descriptors above	What are the benefits of adapting your communication to each of these people?
1.	1.
2.	2.
3.	3.
What should you do to communicate with these people?	What shouldn't you do to communicate with these people?
1.	1.
2.	2.
3.	3.

When you are communicating with a person who is **magnetic, enthusiastic, friendly, demonstrative, and political**, what should you do? Not do?

List the names of three people who match the descriptors above	What are the benefits of adapting your communication to each of these people?
1.	1.
2.	2.
3.	3.
What should you do to communicate with these people?	What shouldn't you do to communicate with these people?
1.	1.
2.	2.
3.	3.

When you are communicating with a person who is **patient, predictable, reliable, steady, relaxed, and modest**, what should you do? Not do?

List the names of three people who match the descriptors above	What are the benefits of adapting your communication to each of these people?
1.	1.
2.	2.
3.	3.
What should you do to communicate with these people?	What shouldn't you do to communicate with these people?
1.	1.
2.	2.
3.	3.

When you are communicating with a person who is **dependent, neat, conservative, perfectionist, and compliant**, what should you do? Not do?

List the names of three people who match the descriptors above	What are the benefits of adapting your communication to each of these people?
1.	1.
2.	2.
3.	3.
What should you do to communicate with these people?	What shouldn't you do to communicate with these people?
1.	1.
2.	2.
3.	3.

Ideal Environment

People will work harder and flourish in their jobs if they are in their ideal environment. This section will help you find out if your current work environment is really your ideal environment.

Please refer to the Ideal Environment section of your report and list three factors that play a part in creating your ideal environment.

Three Factors That Play A Part In Creating Your Ideal Environment
1.
2.
3.

Motivating and Managing

You work and interact with people both professionally and socially. Your life is filled with small and large projects on and off the job. As you work side by side with another person, the synergy will be greatly enhanced if you know how to work together. These two sections will help you understand two very important aspects of you and your current job.

Please refer to the Keys To Motivating and the Keys To Managing sections of your report and list three keys to motivating you and three keys to managing you.

Keys To Motivating: How Best To Motivate You
1.
2.
3.

Keys To Managing: How Best To Manage You
1.
2.
3.

Areas For Improvement:

Please refer to the Areas For Improvement section of your report and list three areas for improvement in order of importance. Next, describe what you need to do, or stop doing, in order to achieve success in each area. Lastly, describe the positive success or outcome you expect from achieving each of these improvements.

Areas of Improvement	What I Need To Do To Achieve Success	What I Need To Stop Doing To Achieve Success	The Success, Or Outcome, I Expect
1.			
2.			
3.			

With this process, you have begun your journey to success.

Congratulations in advance for the success you are about to achieve!