



Management-Staff Behaviors Version Content Comparison

SECTION	PG #	DESCRIPTION	BM	B	I
Behaviors					
Introduction to Behaviors	1-2	Understanding self and others' behaviors	X	X	X
General Characteristics	3-4	Natural Behavioral Style – summary description	X	X	X
Interview Questions		Suggested interview questions related to their behavioral style			X
Value to the Organization	5	Specific talents and behaviors they bring to the workplace	X	X	X
Communication DO's	6	How to communicate with them	X	X	
Communication DON'T's	7	How not to communicate with them	X	X	
Communication Tips with Others	8	Do's and don'ts on communication with others	X	X	
Perceptions of Behaviors	9	How you and others see you naturally and under pressure	X	X	
Absence of Behavioral Factors	10	Situations and circumstances to avoid	X		
Descriptors of Natural Behavioral Style	11	Specific words that describe workplace behavior	X	X	
Natural Behavioral Style	12-13	Job environments that are a good match with low stress	X	X	
Adapted Behavioral Style	14-15	Job environments that area a poor match with high stress	x	X	
Time Wasters	16-18	Identifies time wasters that negatively impact efficiency	X		
Areas for Improvement	19	Identifies possible limitations with regard to a specific job	X	X	
Behavioral Hierarchy	20-21	Ranking of behavior in 12 areas encountered in the workplace	X	X	
Behavioral Style Insights [®] Graphs	22	Natural and adapted behavior visual bar graph	X	X	X
Success Insights Wheel	23-24	Natural and adapted behavior visual wheel chart	X	X	X
Motivators					
Introduction - Motivators	25	Introduction and ranking of motivators	X		
Top two Motivators	26	Explanation of the person's top two motivators	X		
Other four motivators	30-31	Explanation of the other four motivators	X		
Navigating Outside Comfort Zone	32-33	Managing interaction with your number five and six motivators	X		
Motivators - Norms & Comparisons	34-35	Understanding people with different motivators than yours	X		
Motivators Hierarchy	36	Description and listing of your motivators in priority order	X		
Motivation Insights [®] Graph	37	Graphic bar chart display of your top motivators	X		
Motivators Wheel™	38	Graphic wheel chart display of your top motivators	X		
Behaviors and Motivators Integrated					
Integrating Behaviors and Motivators	39	Improve job satisfaction, performance from blending together	X		
Behavioral and Motivational Strengths	40	Potential Strengths based on basic behavioral style and top two Motivators	X		
Behavioral and Motivational Conflict	41	Potential Conflict based on basic behavioral style and top two Motivators	X		
Ideal Environment	42	Ideal work environment based on basic behavioral style and top two motivators.	X	X*	
Keys to Motivating	43	Characteristics of motivating environment for max. success	X	X*	
Keys to Managing	44	Needs which must be met to perform at an optimum level	X	X*	
Personal Development Action Plan	46-47	Professional and personal action plan worksheet	X	X*	
Total Pages (approximate)			46	23	9

BM: integrated Behaviors + Motivators, employee development and Coaching profile

B: Behaviors: Behaviors only report

I: Interviewing Insights:

X* = Report based on Behavioral Style report only, doesn't take into consideration their top two motivators