

PROCEPTION²

DISCovering Your Style™

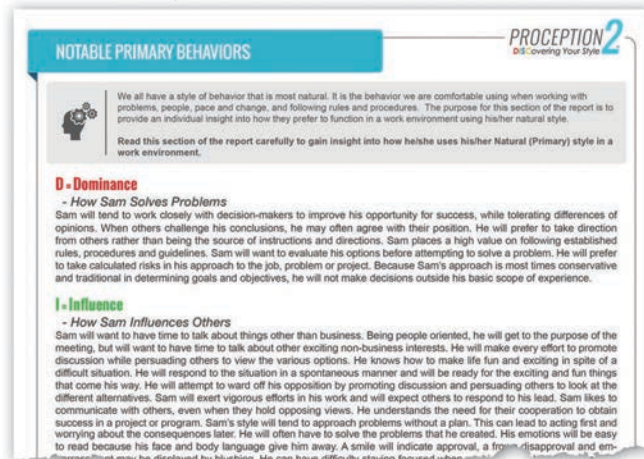
Helps Identify Individual Business Behavior



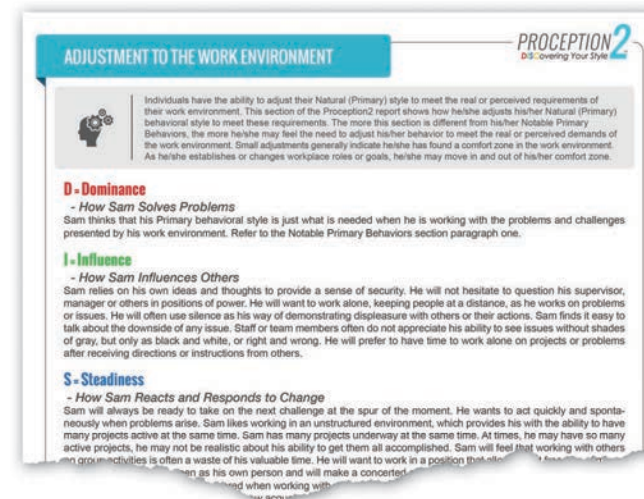
PROCEPTION² is an online DISC based profiling system designed to provide insight into an individual's behavioral style in a work environment. This system will help management better understand potential candidates, members of their work team, and assist work team members in identifying their personal strengths and areas in need of improvement. The **PROCEPTION²** questionnaire takes approximately 15-20 minutes to complete and generates a 12-18 page report.

The Business Motivators report is often used with **PROCEPTION²**

Notable Primary Behaviors



Adjustment to the Work Environment



PROCEPTION² measures key dimensions of behavior in a Business Environment that include:

- ★ **Notable Primary Behaviors**
This is an overview of the responses of the basic behavioral style. The report discusses how a person prefers to function in the work environment.
- ★ **Potential Strengths in Business**
Highlights a persons behavioral traits and aptitudes relating to the work environment.
- ★ **Preferred Work Environment**
Outlines the work environment a person is most comfortable and productive in.
- ★ **Personal Growth Suggestions**
Presents behavioral tendencies that may slow or hinder a persons performance.
- ★ **Communication Builders**
Suggestions to improve communication, reinforce relationships, promote credibility and gain increased productivity.
- ★ **Personal Performance Motivators**
Indicates the behavioral motivational needs of a person for top performance.
- ★ **Communication Barriers**
Highlights what others do, say, or use that can hamper communication, relationships, and productivity.
- ★ **Personal Enhancement**
Suggests behavioral needs and wants that allow a person to perform at his/her best.
- ★ **Adjustment to the Work Environment**
Helps to identify how a person adjusts his/her primary behavior to meet the requirements of the workplace.
- ★ **Strengths to the Team**
Outlines positive behaviors the person will contribute to the team.

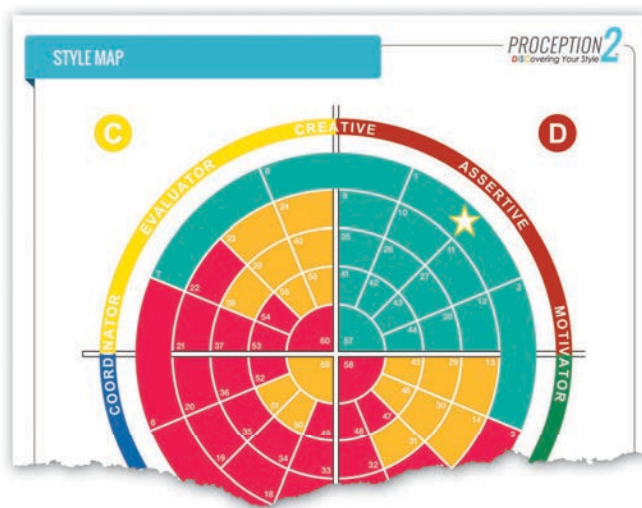
Primary Word Portrait and Adjusted Word Portrait

These pages of the **PROCEPTION²** report highlight words that can be associated with your behavior based on DISC model.

	DOMINANCE Problems	INFLUENCE People	STEADINESS Pace	COMPLIANCE Procedures
Challenging	Extroverted	Rigid	Painstaking	
Self-Centered	Motivating	Undermotive	Wary	
Relentless	Charismatic	Systematic	Meticulous	
Driving	Subjective	Reluctant to Change	Precise	
Innovative	Spirited	Deliberate	Quality Oriented	
Strong-Minded	Expressive	Steady	Exacting	
Resolute	Convincing	Unhurried	Accurate	
Competitive	Animated	Consistent	Prudent	
Goal Oriented	Outgoing	Thoughtful	Compliant	
Decisive	Upbeat	Reliable	Cautious	
Assertive	Trusting	Careful	Organized	
Enterprising	Warm	Unuffled	Neat	
Strong	Friendly	Calm	Conservative	
Determined	Congenial	Composed	Tactful	
Positive	Sociable	Relaxed	Diplomatic	

Style Insight Map

Allows managers, supervisors, coaches, trainers and team members to visually see how the various styles will work, relate and communicate with one another. It can set the stage for improved communication, work relationships and productivity.



PROCEPTION² is...

- ★ Immediate testing, evaluation and reporting
- ★ Easy to administer and score
- ★ Validated
- ★ Generates over 2,100 unique reports
- ★ Inexpensive, automated assessment system

Identify Individual Business Behavior for:

- ▶ Management Development
- ▶ Team Building
- ▶ Sales Development
- ▶ Training
- ▶ Improved Communication
- ▶ Conflict Resolution
- ▶ Coaching
- ▶ Relationship Development
- ▶ Interviewing

PROCEPTION² Options:

- ▶ Individual Report
- ▶ Manager Report
- ▶ Salesperson Report
- ▶ Interview Assistant
- ▶ Sales Interview
- ▶ Business Motivators

Customize your reports using our Report Builder

This allows organizations to change the order sections appear and to turn pages in the report on/off allowing the report to adapt to you and not you to the report.

Use the power of **PROCEPTION²**
for a better understanding of your
personal style to improve interpersonal
communication and forge stronger
relationships with others.



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