



Graphic Profile for:
Sam Sample

Thursday, August 17, 2006

Report Contents

Graphic Profile

Intensity of Each DISC Behavior

Complimentary

This Report Is Provided By:

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Introduction

Individuals have a recognizable and understandable behavioral style. Style can be described as the way in which people think, solve problems, express feelings and interact with others to get a job done.

Proception 2 identifies and describes those external behaviors, which each style displays to others in a work environment. This report discusses behavior in a work environment. It uses a model of behavior developed by William M. Marston known as DISC. Marston's model has been tested, proven accurate and effective with millions of people for more than 40 years.

The terms most often associated with Marston's Behavioral Model are: Dominance, Influence, Steadiness and Compliance. These factors can range in intensity and work independently or in tandem with the other behavioral factors. The interrelationship of these factors describes how an individual responds to the work environment. The Proception 2 report describes the impact of an individual's DISC behavioral traits in a work environment.

The report generated by this analysis is designed to help individuals and management achieve a better understanding of this individual's behavioral style. It will provide helpful insight into the individual's behavioral strengths in sales and areas in need of possible improvement. The Proception 2 report can also be used to develop strategies and methods to help individual's increase their personal flexibility in working relationships with clients, managers, peers and staff.

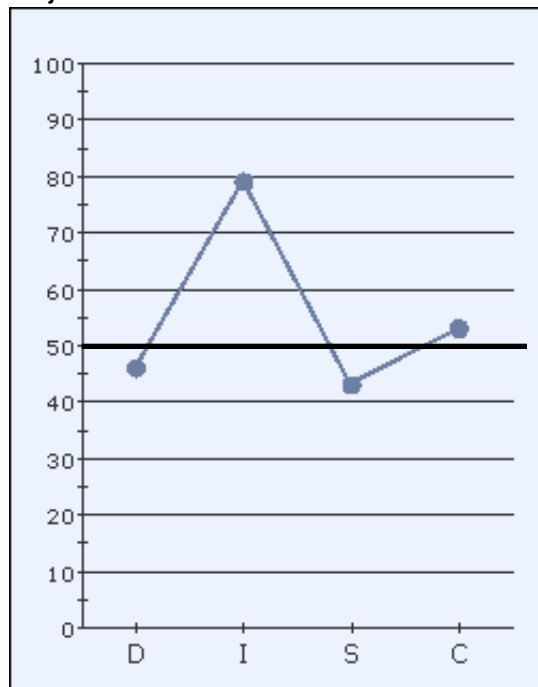
NOTE: If this report is being used in the selection process, it is important to remember that it is not designed to recommend or not recommend any person for employment or hiring for a specific job or position. It is provided only as a tool to help those involved in interviewing a candidate develop interview questions for the interview and candidate evaluation process. A hiring decision should not be based only on this report or any other comparable report. This report and all selection reports should be used in accordance with applicable employment laws.

PROCEPTION²TM

A Graphical Representation For

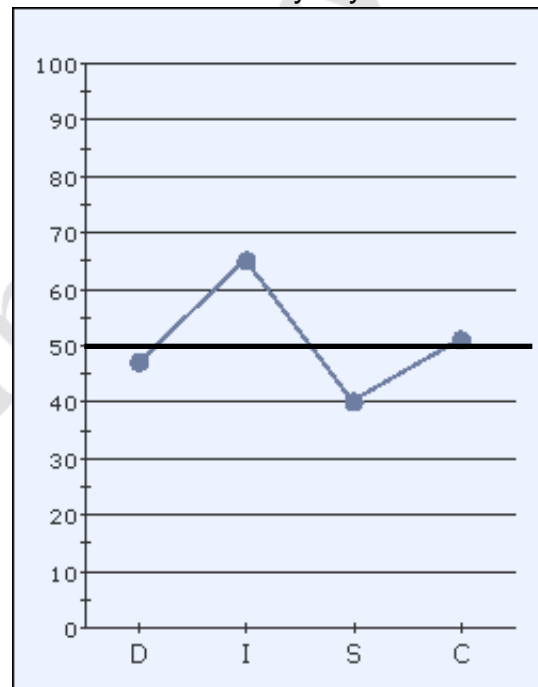
Sam Sample

Adjustment To The Work Environment



46% 79% 43% 53%

Primary Style



47% 65% 40% 51%

Primary Style

Primary Style is the behavioral response that is most reflective of the “real person”. This is often referred to as an individual’s basic style. Over time the Primary Style is usually very consistent and will not change significantly.

Adjustment to the Work Environment

Adjusted Style is an individual’s behavioral response to their work environment. It reflects the behavior they feel will give them the best opportunity to succeed in their job. As an individual advance their career they will encounter new jobs or positions. An individual will often adjust their behavior to meet the needs and demands of a new work environment.

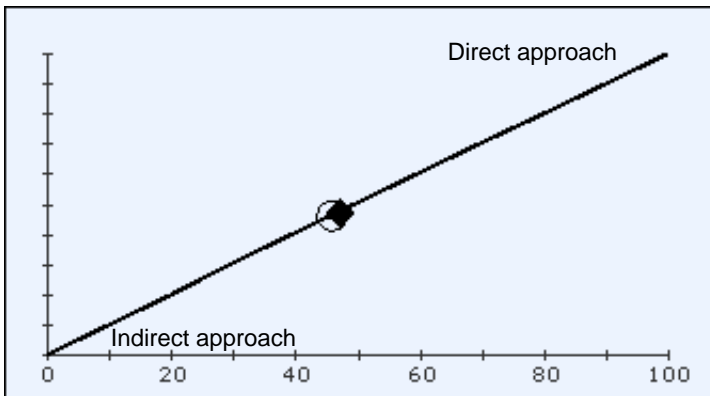
Intensity of Each DISC Behavior

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Each individual has his Primary and Adjusted behavioral approach to problems, people, pace and procedures. Use this page to gain a better understanding of Sams Primary and Adjusted behavioral approach in working with problems, influencing people, pace, and change of activity and responding to rules and procedures.

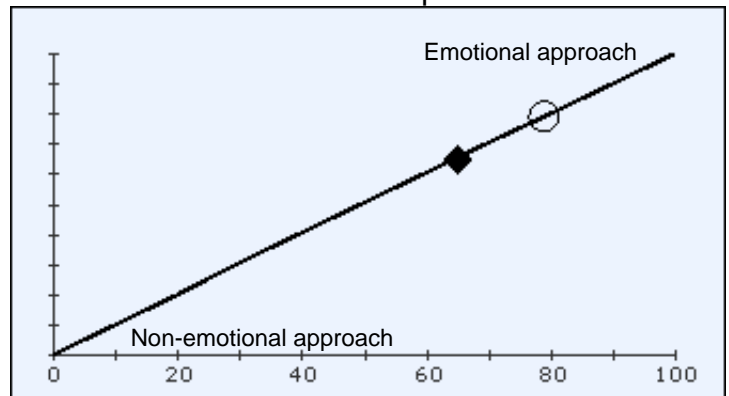
The Diamond symbol represents Sam Samples Primary Style Behavior for each dimension of DISC. The Circle symbol represents his Adjusted Style Behavior for each dimension of DISC.

Dominance-Problems



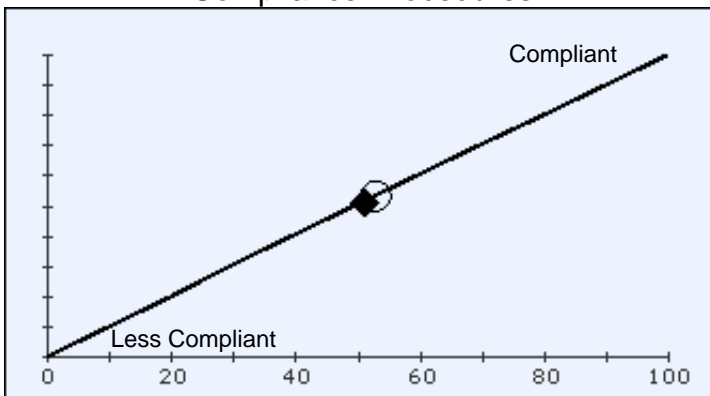
Diamond: Primary Style, Circle: Adjusted Style

Influence-People



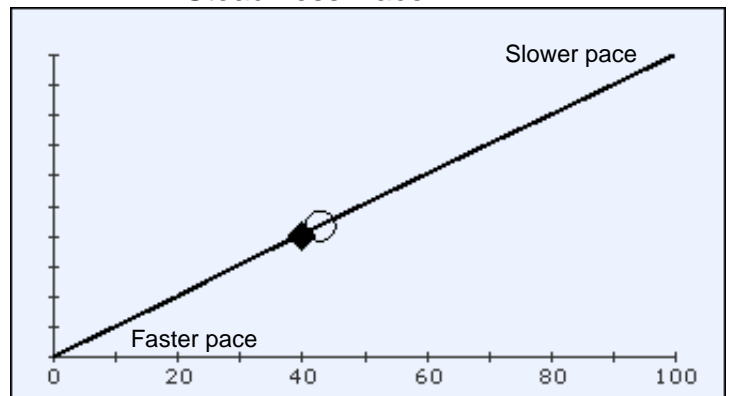
Diamond: Primary Style, Circle: Adjusted Style

Compliance-Procedures



Diamond: Primary Style, Circle: Adjusted Style

Steadiness-Pace



Diamond: Primary Style, Circle: Adjusted Style