



TTI
SUCCESS
INSIGHTS®

12 Driving Forces® Team Report

TTISI Team Driving Forces

TTI Success Insights
7-18-2017

Sample Company
17785 N Pacesetter Way
Scottsdale, AZ
480-555-5555





CONTENTS OF THE REPORT

- Overview - A summary examining the composition of your team's Driving Forces.
- Team Characteristics - Defines the makeup of your organization by Driving Forces segment and shares the primary cluster graphs of individuals on your team.
- Primary Cluster Overview - Lists each team member by their primary Driving Forces.
- Driving Forces Group Bars - Identifies the primary, situational, and indifferent clusters of the team.
- Driving Forces Characteristics Hierarchy - Compares individual scores to others on the team, team averages, and population means.

TEAM MEMBER LIST

James Aire	Ryan Miller
Kate Biben	Cherisse Mowry
Vanessa Boettcher	Cassandra Nelson
Tom Bogart	Rico Rivera
David Bonnstetter	Cindy Rosser
Alec Bonnstetter	Brent Rowland
Ron Bonnstetter	Anubhav Sharma
Rick Bowers	Robert Stokes
John Carli	Sandra Stoner
Craig Casimir	Teresa Taylor
Nick Chris	Bobby Tynning
Dave Clark	Kefei Wang
Rodney Cox	Adam Wong
Philip Daugs	
Kayla DeVault	
Todd Fox	
Candice Frazer	
Eric Gehrig	
Susan Ginn	
Erin Healy	
Jill Heberling	
Dustin Hebets	
Cameron Hood	
Richard Hunt	
Nancy K.	
Anne Klink	
Amy Lane	
Favor Larson	
Ann Leitensdorfer	
Carol Mettenbrink	

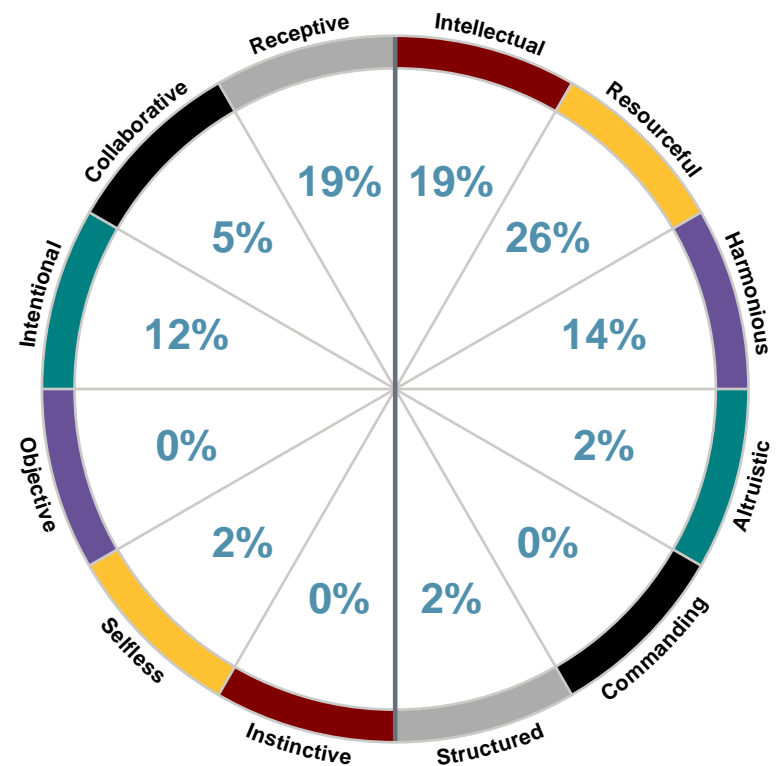


Team Driving Forces Overview

OBSERVING DRIVING FORCES

Have you ever noticed some people:

- Seek knowledge relevant and useful to their current situation
- Seek to expand their understanding and knowledge in all endeavors
- Tend to be unrestrained in the application of resources
- Tend to utilize and apply their resources to maximize return
- Seek function in their surroundings
- Seek to fully experience their surroundings
- Tend to be selective in who they help and serve
- Tend to serve, help and eliminate the suffering of others indiscriminately
- Seek to share power, recognition and control
- Seek to be recognized and control their own destiny
- Tend to remain open and flexible in their methodologies and approach to life
- Tend to live within defined systems and traditional approaches





Instinctive - People who are driven by utilizing past experiences, intuition and seeking specific knowledge when necessary.



Knowledge

Intellectual - People who are driven by opportunities to learn, acquire knowledge and the discovery of truth.

Selfless - People who are driven by completing tasks for the sake of completion, with little expectation of personal return.



Utility

Resourceful - People who are driven by practical results, maximizing both efficiency and returns for their investments of time, talent, energy and resources.

Objective - People who are driven by the functionality and objectivity of their surroundings.



Surroundings

Harmonious - People who are driven by the experience, subjective viewpoints and balance in their surroundings.

Intentional - People who are driven to assist others for a specific purpose, not just for the sake of being helpful or supportive.



Others

Altruistic - People who are driven to assist others for the satisfaction of being helpful or supportive.

Collaborative - People who are driven by being in a supporting role and contributing with little need for individual recognition.



Power

Commanding - People who are driven by status, recognition and control over personal freedom.

Receptive - People who are driven by new ideas, methods and opportunities that fall outside a defined system for living.



Methodologies

Structured - People who are driven by traditional approaches, proven methods and a defined system for living.



Resourceful Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Resourceful as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Configure resources to maximize output
- Maximize efficiency and productivity
- Sensitive to wasting time, resources, or opportunities
- Focus on achieving measurable and practical results
- Focus on the return on investment

POTENTIAL WEAKNESSES

- May only be willing to give if there is an opportunity for a return
- Tend to view people and resources as tools to achieve an outcome
- May view material possessions and money as a scorecard
- May be perceived as a workaholic



ENERGIZERS

Obtain practical results

Eliminate waste

Compensate based on performance

STRESSORS

Be redundant

Use resources inefficiently

Ignore the return on investment



6%

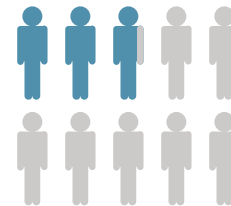
of the Population

WORDS THAT WORK

Profitable

Efficient

Benefit



11/43

26% of the Team

WORDS THAT DON'T WORK

Endless

Donate

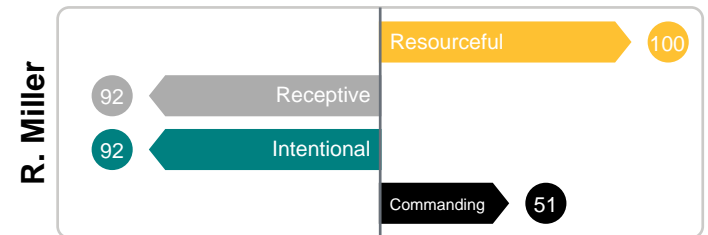
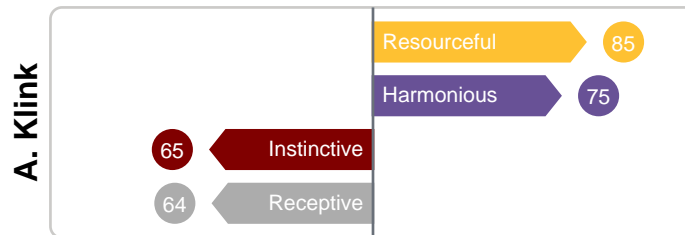
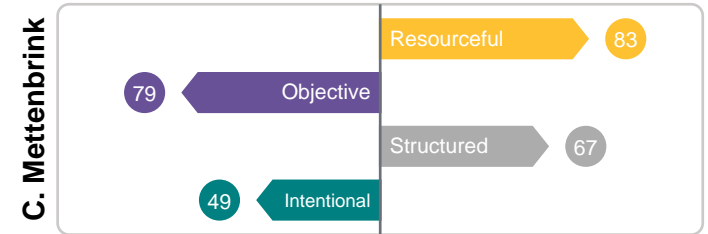
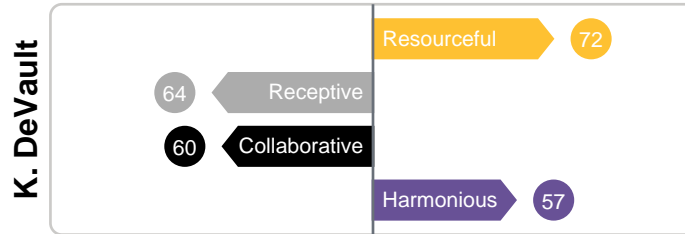
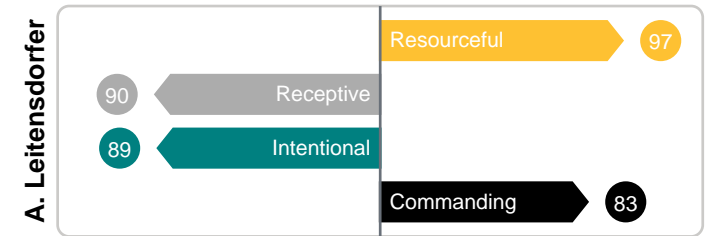
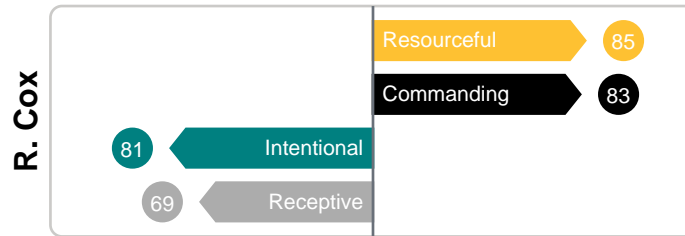
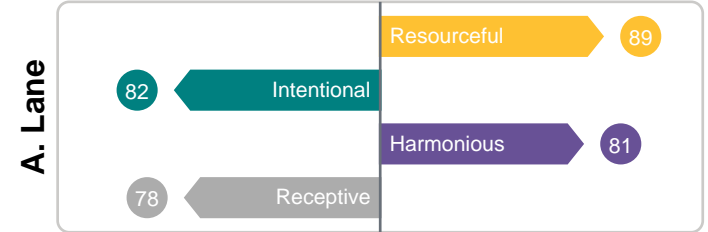
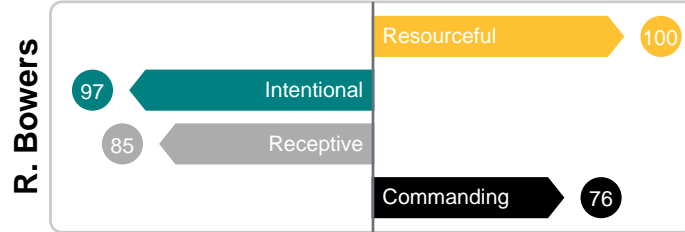
Casual



Resourceful Primary Drivers

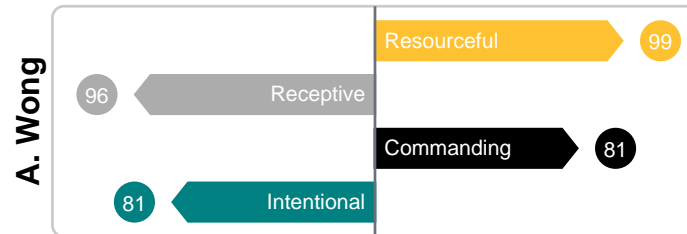
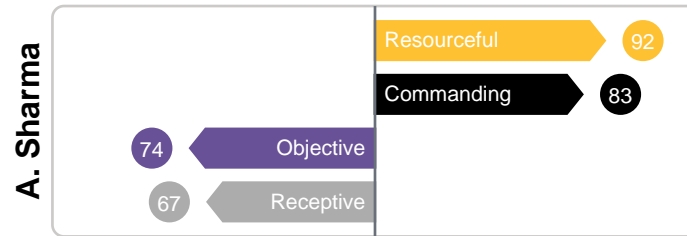
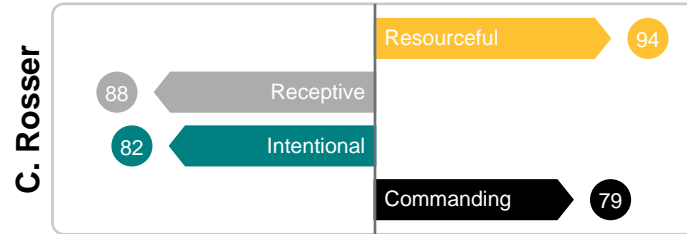
RESOURCEFUL TEAM

Rick Bowers
Rodney Cox
Kayla DeVault
Anne Klink
Amy Lane
Ann Leitensdorfer
Carol Mettenbrink
Ryan Miller
Cindy Rosser
Anubhav Sharma
Adam Wong





Resourceful Primary Drivers Continued





Intellectual Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Intellectual as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Continually seek new knowledge and information
- Eager to learn and discover
- Research much more thoroughly compared to others
- Focus on information and facts
- Seek to make the unknown known

POTENTIAL WEAKNESSES

- Can value discovery over other priorities
- Can be perceived as lacking common sense
- May pursue knowledge at the expense of practical matters
- May make decisions without subjective or emotional considerations



ENERGIZERS

Increase knowledge
Learn continuously
Objectively analyze ideas

STRESSORS

Rush through learning
Restrict knowledge
Approach ideas subjectively



16%
of the Population

WORDS THAT WORK

Identify
Discover
Learn



8/43
19% of the Team

WORDS THAT DON'T WORK

Guess
Relevant
Intuitive

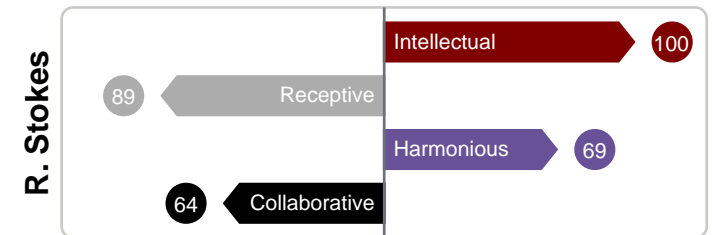
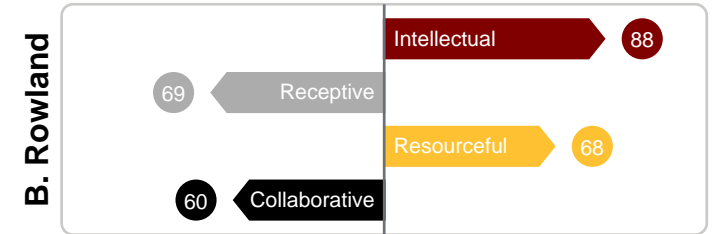
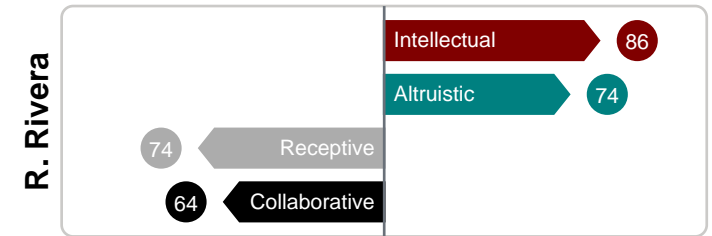
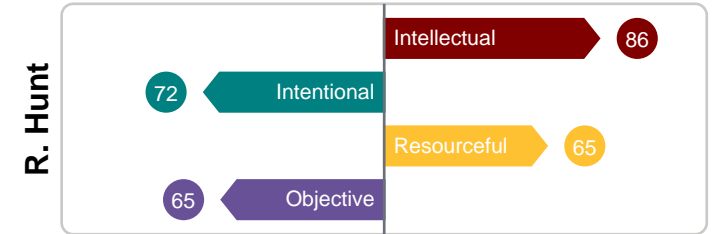
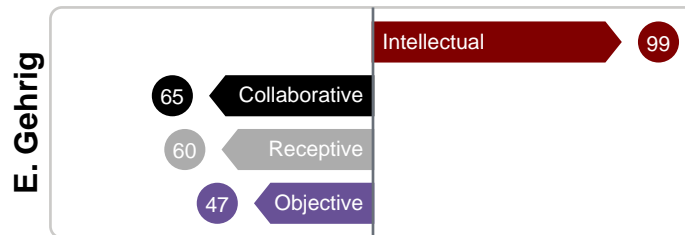
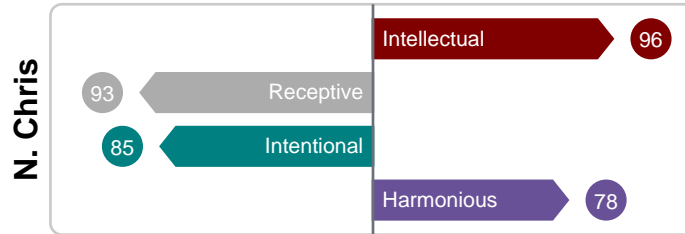
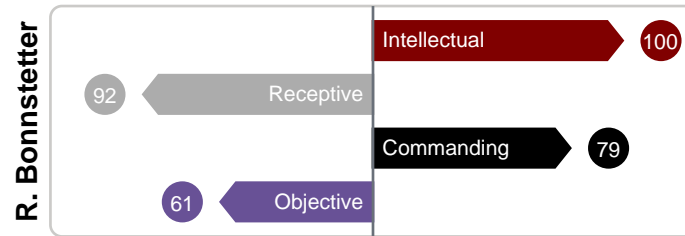
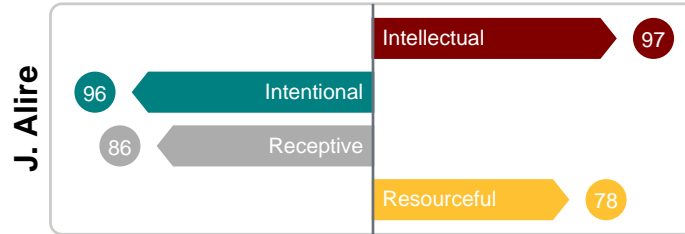


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Intellectual Primary Drivers

INTELLECTUAL TEAM

James Alire
Ron Bonnsetter
Nick Chris
Eric Gehrig
Richard Hunt
Rico Rivera
Brent Rowland
Robert Stokes



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Scottsdale, AZ



Receptive Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Receptive as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Draw from many systems and ways of thinking to create something new
- Open to new ideas, methods and opportunities
- Consider themselves an independent thinker
- Seek new ways to accomplish routine tasks
- Adopt only aspects of systems if they see a benefit

POTENTIAL WEAKNESSES

- Resist overly structured ways of thinking and approaches
- Seek change for the sake of change
- Resist systems or structures being forced on them
- Question every system and every step in a system

Receptive



Structured

Methodologies

ENERGIZERS

Question unnecessary protocols

Create new systems

Think Out-of-the-box

STRESSORS

Support status quo

Follow outdated processes

Act repetitively



11%

of the Population

WORDS THAT WORK

Possibilities

Agile

Open-minded



8/43

19% of the Team

WORDS THAT DON'T WORK

Constant

Tradition

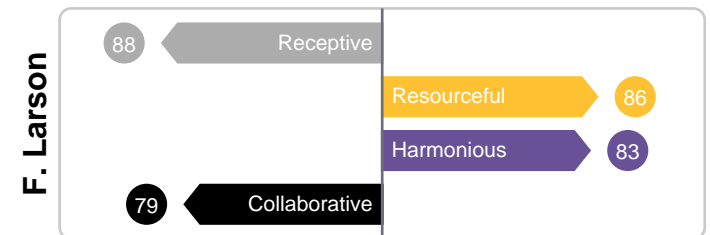
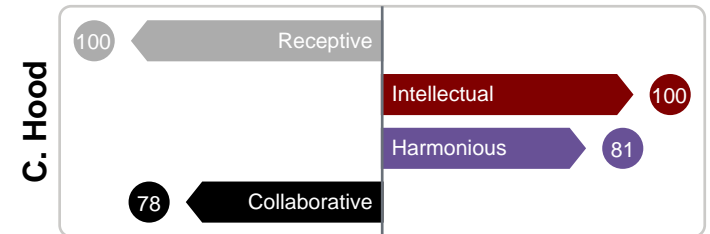
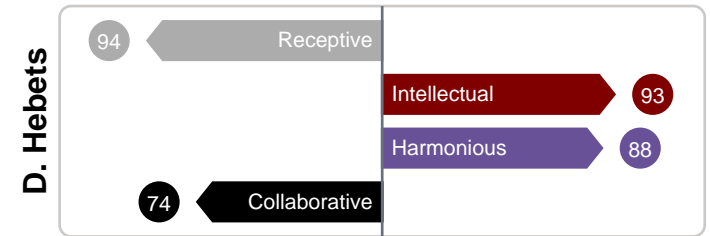
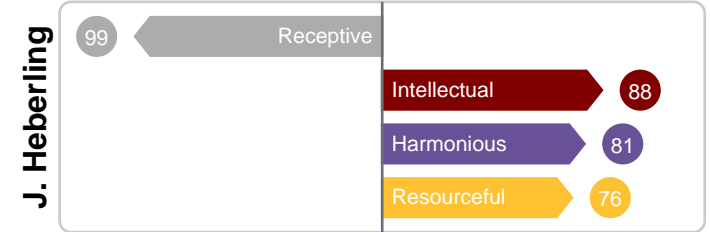
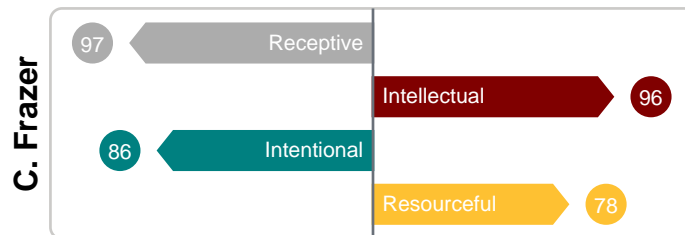
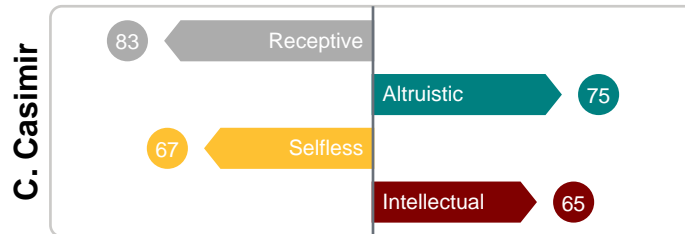
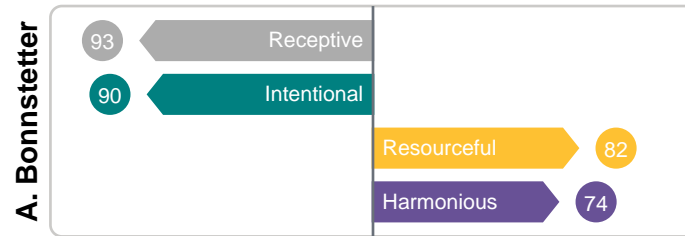
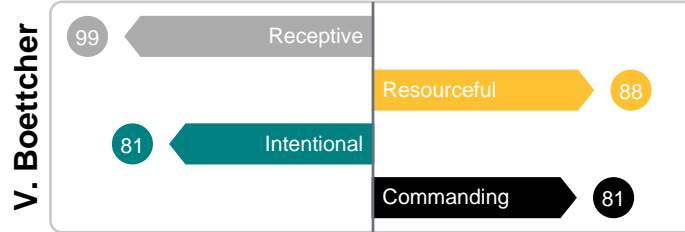
Routine



Receptive Primary Drivers

RECEPTIVE TEAM

Vanessa Boettcher
Alec Bonnsetter
Craig Casimir
Candice Frazer
Jill Heberling
Dustin Hebets
Cameron Hood
Favor Larson





Harmonious Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Harmonious as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Focus on the emotions and balance in the environment
- Value the journey as much as the destination
- Seek to create harmony and balance in their surroundings and relationships
- See the importance of the experience
- See value in and enjoy the experience of their surroundings

POTENTIAL WEAKNESSES

- Concern for appearance may slow progress, function and tangible outcomes
- An imbalance or distraction in one area may affect other or all aspects of life
- Pursuit of experiences supersedes practical concerns
- Subjective feeling can conflict with objective reality



ENERGIZERS

Appreciate beauty and harmony
 Experience surroundings
 Express imagination

STRESSORS

Have lackluster surroundings
 Disregard balance
 Overemphasize function



4%

of the Population

WORDS THAT WORK

Expression
 Atmosphere
 Balance



6/43

14% of the Team

WORDS THAT DON'T WORK

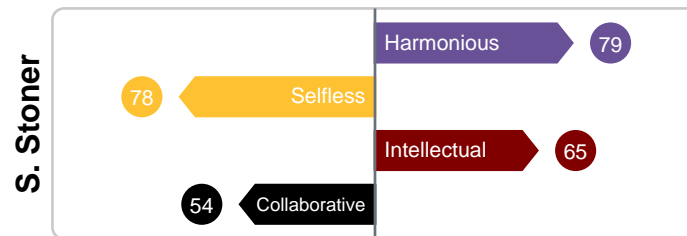
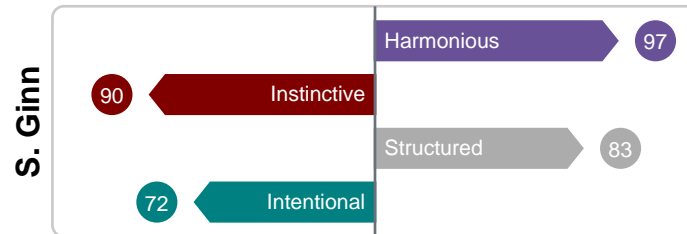
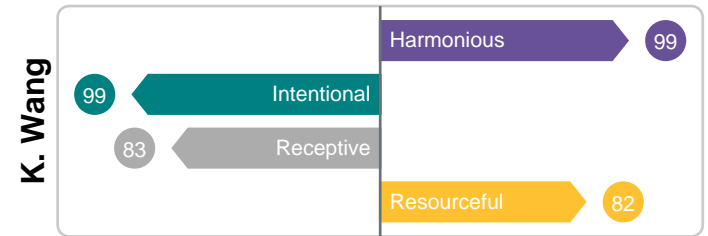
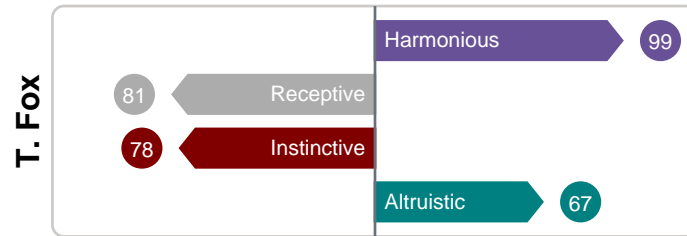
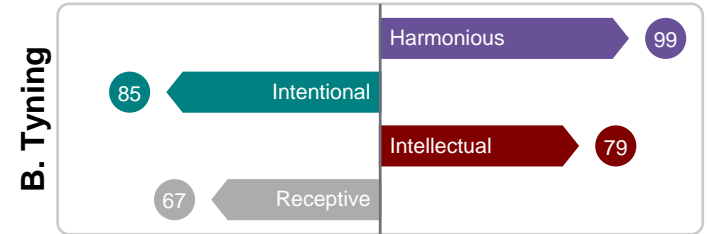
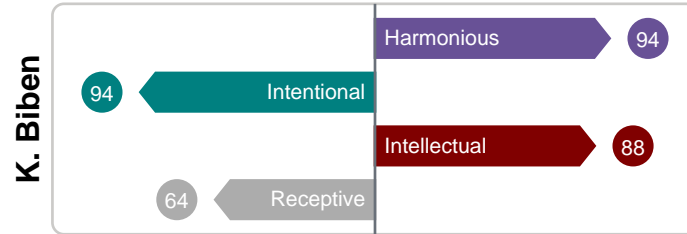
Function
 Objective
 Compartmentalize



Harmonious Primary Drivers

HARMONIOUS TEAM

Kate Biben
Todd Fox
Susan Ginn
Sandra Stoner
Bobby Tynning
Kefei Wang





Intentional Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Intentional as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Choose who, when, and how much to help based on the desired outcome
- Expect people to be self-reliant and resist intervening until necessary
- Seek to develop or help others when they can see future opportunities
- Downplay emotions when making decisions concerning people
- Will help others when others are willing to work hard

POTENTIAL WEAKNESSES

- May create scenarios that benefit themselves more than others
- May expect something in return each time they help or serve others
- Tend to value people as an opportunity or resource rather than as an individual
- Focus on themselves, perhaps at the expense of others

Intentional



Others

Altruistic

ENERGIZERS

Be with purposeful people

Rely on self

Develop internal advocates

STRESSORS

Act without personal benefit

Disregard contribution

Make emotion-based decisions



14%

of the Population

WORDS THAT WORK

Purposeful

Selective

Benefit



5/43

12% of the Team

WORDS THAT DON'T WORK

Kindness

Volunteer

Donate

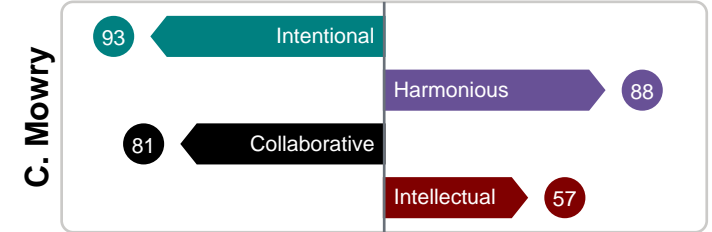
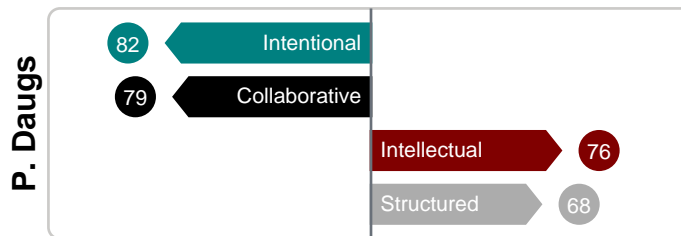
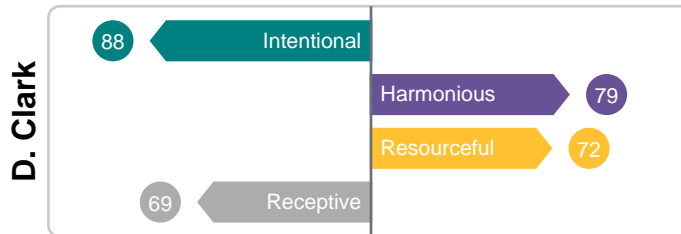
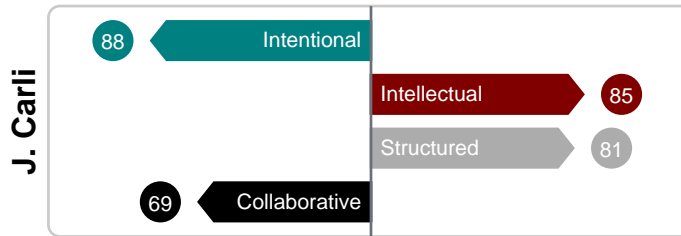
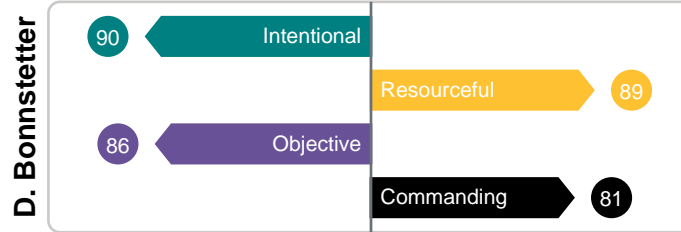


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Intentional Primary Drivers

INTENTIONAL TEAM

David Bonnstetter
John Carli
Dave Clark
Philip Daugs
Cherisse Mowry



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Scottsdale, AZ



Collaborative Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Collaborative as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Set aside their own agenda for the good of the company/community
- Seek to fit in rather than stand out
- Focus on what they contribute versus advancing their position
- Works behind the scenes to accomplish outcomes
- Feels comfortable in a supporting role

POTENTIAL WEAKNESSES

- Can be uncomfortable when they are singled out for their contribution
- May pass on leadership opportunities
- Tend to back down on issues important to them to not "rock the boat"
- May be overlooked because they do not promote themselves

Collaborative



Power

Commanding

ENERGIZERS

Work on team projects

Feel included

Connect to the team

STRESSORS

Be in egotistical environments

Recognize individual achievements

Work alone



4%

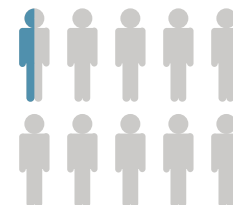
of the Population

WORDS THAT WORK

Together

Cooperative

Community



2/43

5% of the Team

WORDS THAT DON'T WORK

Status

Individual

Control

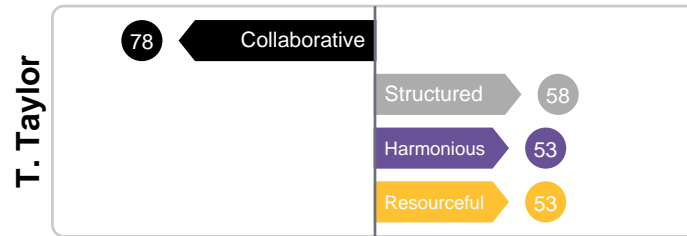
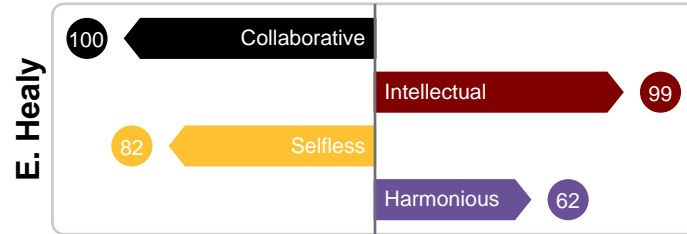


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Collaborative Primary Drivers

COLLABORATIVE TEAM

Erin Healy
Teresa Taylor



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Scottsdale, AZ



Selfless Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Selfless as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Provide assistance and resources with minimal expectation of personal return
- Accomplish tasks simply for the sake of accomplishment
- Define value or success by what comes out of a situation not what is put in
- Focus on the completion of a task rather than efficiency
- Willing to participate without consideration for personal circumstance

POTENTIAL WEAKNESSES

- May view activity as productivity
- Can potentially waste resources
- May value completion of the tasks over time, resources, or talent limitations
- Tend to have casual approach to how performance is measured



ENERGIZERS

Work on unrestricted projects
 Complete tasks
 Act spontaneous

STRESSORS

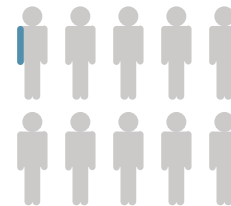
Focus on the process
 Measure success through efficiency
 Assess practical results



7%
 of the Population

WORDS THAT WORK

Accomplish
 Casual
 Complete



1/43
 2% of the Team

WORDS THAT DON'T WORK

Efficient
 Maximize
 Gain

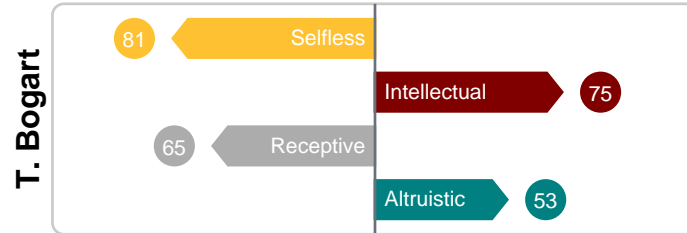


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Selfless Primary Drivers

SELFLESS TEAM

Tom Bogart



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Scottsdale, AZ



Structured Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Structured as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Seek to establish standards by which they operate
- May protect and potentially promote principles and beliefs
- Tend to have a "code" by which to live
- Place a high value on working within defined and structured systems
- Value a traditional and proven approach

POTENTIAL WEAKNESSES

- May place personal ideology before that of the organization
- Can over-promote their philosophy to others
- Can be closed-minded and judgmental toward other viewpoints
- Tend to resist change to established procedures



ENERGIZERS

- Protect beliefs
- Seek consistency
- Fit within a structure

STRESSORS

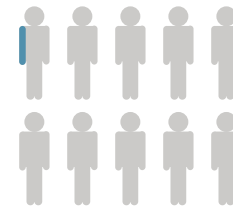
- Embrace new ideas
- Disregard tradition
- Redesign existing systems



5%
of the Population

WORDS THAT WORK

- Tradition
- Ideology
- Constant



1/43
2% of the Team

WORDS THAT DON'T WORK

- Possibilities
- New methods
- Flexible

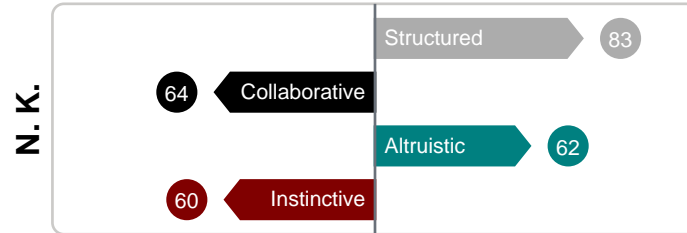


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Structured Primary Drivers

STRUCTURED TEAM

Nancy K.



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17785 N Pacesetter Way
Scottsdale, AZ

TTISI Team Driving Forces



Altruistic Team Characteristics

The following information will give team members a clear understanding and appreciation of team members with Altruistic as their number one driving force.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Act to alleviate suffering of others
- Take notice of and responds to people in need
- Believe that all people should have the opportunity to be the best they can be
- Volunteer and give generously of themselves
- Seek to help and support others

POTENTIAL WEAKNESSES

- May prioritize others' needs over their own needs
- Base personal decisions on the impact to others not self
- Act to alleviate suffering of others even at their own detriment
- May support others at the expense of their own work



ENERGIZERS

- Eliminate conflict
- Support humanitarian causes
- Participate in charitable events

STRESSORS

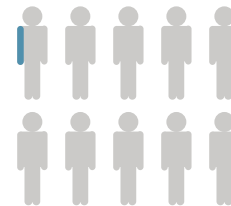
- Observe favoritism
- Ignore others in need
- Put self first



6%
of the Population

WORDS THAT WORK

- Comfort
- Sacrifice
- Compassion



1/43
2% of the Team

WORDS THAT DON'T WORK

- Selective
- Deliberate
- Intentional

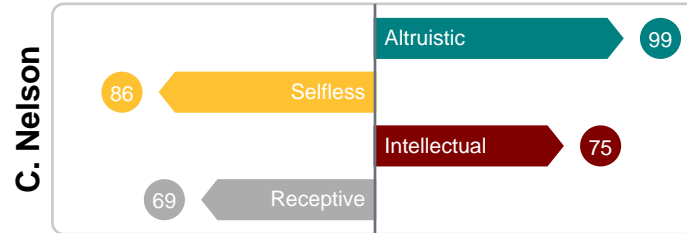


TTI
SUCCESS
INSIGHTS®

Altruistic Primary Drivers

ALTRUISTIC TEAM

Cassandra Nelson



Sample Company
17785 N Pacesetter Way
Scottsdale, AZ

TTISI Team Driving Forces



Commanding Team Characteristics

The following information may be characteristics that are missing or could benefit the current team.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Strive to advance their position
- Value status and public recognition
- Seek to control their own destiny
- Create winning strategies and outcomes
- Strive to set themselves apart

POTENTIAL WEAKNESSES

- Tend to have a me versus we attitude
- Can be driven by the desire to achieve status and recognition
- May over emphasize the need to control or direct people and projects
- May not consider people in seeking personal advancement



ENERGIZERS

- Obtain status symbols
- Pursue advancement opportunities
- Create and control destiny

STRESSORS

- Delay personal advancement
- Lack authority
- Have a small workspace



13%
of the Population

WORDS THAT WORK

- Lead
- Control
- Win



0/43
0% of the Team

WORDS THAT DON'T WORK

- Together
- Cooperative
- Supportive



Instinctive Team Characteristics

The following information may be characteristics that are missing or could benefit the current team.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Comfortable starting a project before gathering all information
- Seek specific information to address a current situation
- Seek information that has a direct application
- Can rely on past experiences
- Understand the value of intuition

POTENTIAL WEAKNESSES

- May start a project without all the required information
- Tend to jump to conclusions without gathering all the information
- Can rely too much on past experience and intuition
- May disregard excess information

Instinctive



Intellectual

Knowledge

ENERGIZERS

Decide based on intuition

Learn on demand

Apply past knowledge

STRESSORS

Conduct extensive research

Discuss hypothetical subjects

Justify intuitive decisions



3%

of the Population

WORDS THAT WORK

Relevant

Specific

Apply



0/43

0% of the Team

WORDS THAT DON'T WORK

Comprehensive

Classify

Examine



Objective Team Characteristics

The following information may be characteristics that are missing or could benefit the current team.

STRENGTHS AND WEAKNESSES

POTENTIAL STRENGTHS

- Focus on the function not the appearance
- Can succeed in chaotic environments
- Isolate personal challenges and remains focused on the task
- Compartmentalize and focus on the situation
- Emphasize the destination not the journey

POTENTIAL WEAKNESSES

- Can over compartmentalize and miss the issues of the whole picture
- May overemphasize the function with disregard for appearance
- May ignore environments that are potentially distracting for others
- Tend to miss the overall experience by focusing only on tangible components



ENERGIZERS

Compartmentalize
Provide tangible outcomes
Decide based on data

STRESSORS

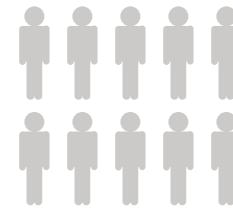
Be subjective
Put appearance over function
Pursue intangible ideas



12%
of the Population

WORDS THAT WORK

Detach
Function
Reality



0/43
0% of the Team

WORDS THAT DON'T WORK

Experience
Harmony
Subjective



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Primary Cluster Overview

Every individual has a hierarchy of Driving Forces, some of which may be a revelation to them when they experience their assessment results. Every human being encounters situations where they have to interact with aspects related to knowledge, utility, others, surroundings, power and methodologies. Driving Forces can be examined individually, but the majority of the time they act in combinations as we respond to situations. The various combinations of the Driving Forces can be virtually infinite, therefore TTI SI suggests that you consider a person's top four Driving Forces when examining why that individual is driven to do what they do.

The 12 Driving Forces will fall into one of three clusters: Primary, Situational or Indifferent. These clusters will affect why a person acts the way they do in every situation.

The top four Driving Forces create a cluster that moves a person to action most, if not all, of the time. Thus, by focusing on the cluster rather than a single driver, combinations are created that are very specific to the individual. The closer the scores are to each other, the more a person employs each driver. When dealing with the Primary cluster, it is important to consider which Primary Driving Force is the most relevant in a particular context.

This section includes the six keywords and the corresponding Driving Forces. Each keyword page lists the names of team members who have one of these factors in the Primary Driving Forces cluster.



Knowledge Overview



Instinctive		Intellectual
	<p style="text-align: center;">1</p>	<p>James Alire Ron Bonnstetter Nick Chris Eric Gehrig Richard Hunt Rico Rivera Brent Rowland</p> <p>Robert Stokes</p>
Susan Ginn	<p style="text-align: center;">2</p>	<p>Tom Bogart John Carli Candice Frazer Erin Healy Jill Heberling Dustin Hebets Cameron Hood</p>
Todd Fox Anne Klink	<p style="text-align: center;">3</p>	<p>Kate Biben Philip Daus Cassandra Nelson Sandra Stoner Bobby Tynning</p>
Nancy K.	<p style="text-align: center;">4</p>	<p>Craig Casimir Cherisse Mowry</p>



Utility Overview



Selfless		Resourceful
Tom Bogart	1 Rick Bowers Rodney Cox Kayla DeVault Anne Klink Amy Lane Ann Leitensdorfer Carol Mettenbrink	Ryan Miller Cindy Rosser Anubhav Sharma Adam Wong
Cassandra Nelson Sandra Stoner	2 Vanessa Boettcher David Bonnstetter Favor Larson	
Craig Casimir Erin Healy	3 Alec Bonnstetter Dave Clark Richard Hunt Brent Rowland	
	4 James Aire Candice Frazer Jill Heberling Teresa Taylor Kefei Wang	



Surroundings Overview



Objective		Harmonious
	<p style="text-align: center;">1</p>	<p>Kate Biben Todd Fox Susan Ginn Sandra Stoner Bobby Tynning Kefei Wang</p>
<p>Carol Mettenbrink</p>	<p style="text-align: center;">2</p>	<p>Dave Clark Anne Klink Cherisse Mowry</p>
<p>David Bonnstetter Anubhav Sharma</p>	<p style="text-align: center;">3</p>	<p>Jill Heberling Dustin Hebets Cameron Hood Amy Lane Favor Larson Robert Stokes Teresa Taylor</p>
<p>Ron Bonnstetter Eric Gehrig Richard Hunt</p>	<p style="text-align: center;">4</p>	<p>Alec Bonnstetter Nick Chris Kayla DeVault Erin Healy</p>



Intentional		Altruistic
David Bonnstetter John Carli Dave Clark Philip Daus Cherisse Mowry	1	Cassandra Nelson
James Alire Kate Biben Alec Bonnstetter Rick Bowers Richard Hunt Amy Lane Bobby Tying	2	Kefei Wang Craig Casimir Rico Rivera
Vanessa Boettcher Nick Chris Rodney Cox Candice Frazer Ann Leitensdorfer Ryan Miller Cindy Rosser	3	Nancy K.
Susan Ginn Carol Mettenbrink Adam Wong	4	Tom Bogart Todd Fox



Collaborative

Commanding

Erin Healy
Teresa Taylor

1

Philip Daug
Eric Gehrig
Nancy K.

Rodney Cox
Anubhav Sharma

2

Kayla DeVault
Cherisse Mowry

Ron Bonnsetter
Adam Wong

3

John Carli
Dustin Hebets
Cameron Hood
Favor Larson
Rico Rivera
Brent Rowland
Robert Stokes

Sandra Stoner

Vanessa Boettcher
David Bonnsetter
Rick Bowers
Ann Leitensdorfer
Ryan Miller
Cindy Rosser

4



Methodologies Overview

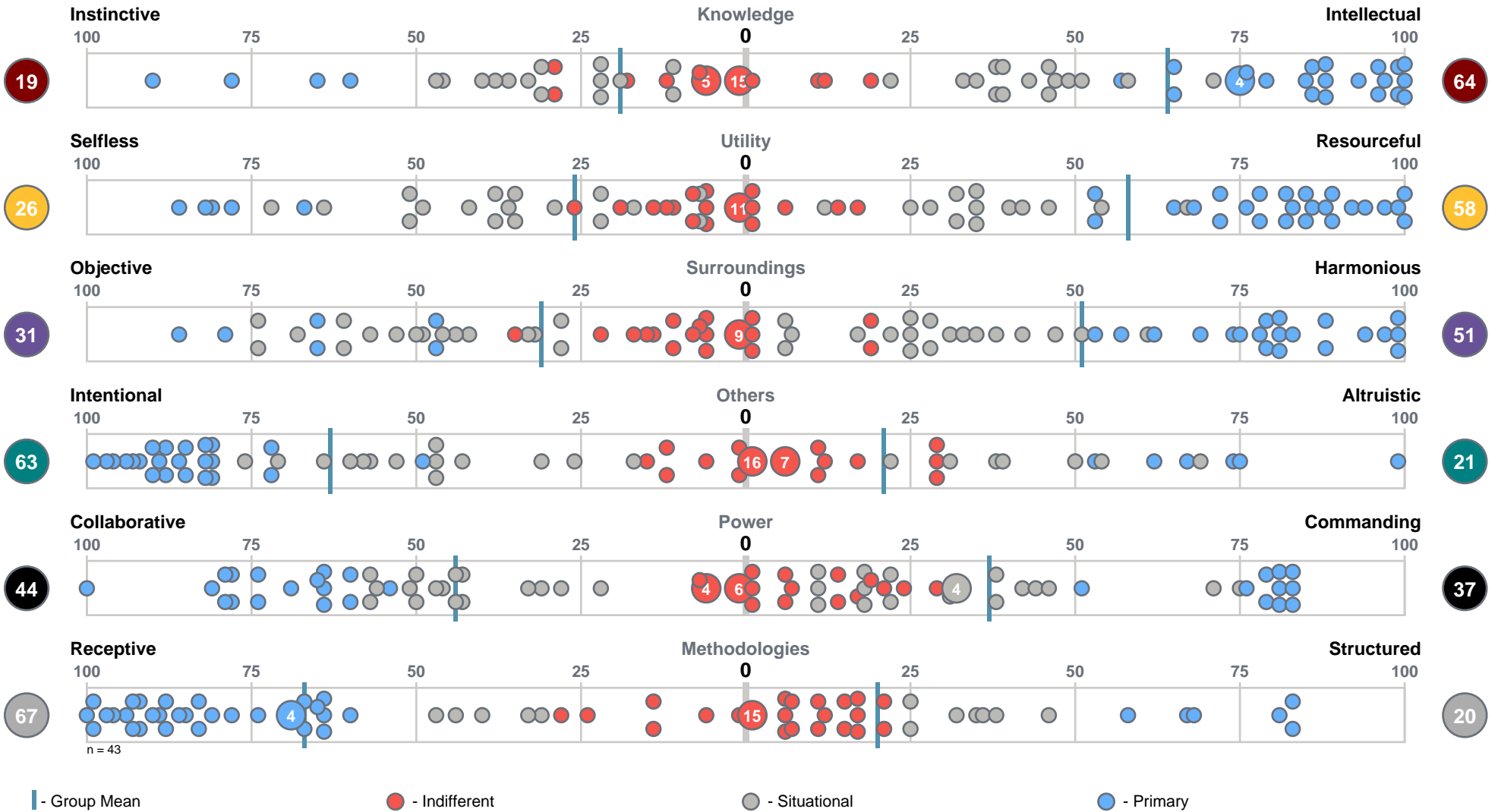


Receptive			Structured
Vanessa Boettcher Alec Bonnstetter Craig Casimir Candice Frazer Jill Heberling Dustin Hebets Cameron Hood	Favor Larson	1	Nancy K.
Ron Bonnstetter Nick Chris Kayla DeVault Todd Fox Ann Leitensdorfer Ryan Miller Cindy Rosser	Brent Rowland Robert Stokes Adam Wong	2	Teresa Taylor
James Alire Tom Bogart Rick Bowers Eric Gehrig Rico Rivera Kefei Wang		3	John Carli Susan Ginn Carol Mettenbrink
Kate Biben Dave Clark Rodney Cox Anne Klink Amy Lane Cassandra Nelson Anubhav Sharma	Bobby Tying	4	Philip Daugs



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Driving Forces Group Bars



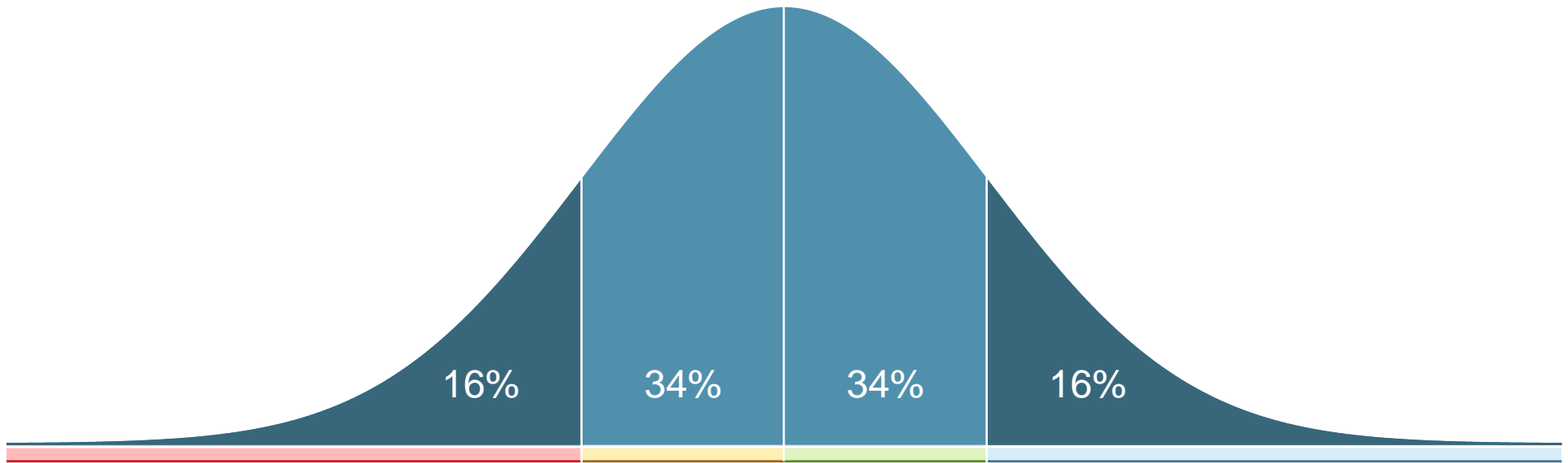


The Bell Curve Defined

Understanding how to read a bell curve and standard deviation will enable you to clearly analyze the composition of your team.

The bell curve, known as a normal distribution, is the most common type of distribution for a population. The highest point on the curve, represents the highest population of people, or the mean of the group. The standard deviation is a number used to show how data is spread out from the mean, representing a percentage of the total data collected.

For example, if the assessment scores of 100 people are collected and used in a normal probability distribution, 68 people, representing 68% of the 100 assessment scores, should fall within one standard deviation of the mean. Thirty four percent will be one standard deviation above the mean and 34% will be one standard deviation below the mean. The remaining 32% of people will be two or more standard deviations away from the mean. Sixteen percent will be two or more standard deviations above the mean and 16% will be two or more standard deviations below the mean.



- Two or more standard deviations below the mean
- One standard deviation above the mean
- One standard deviation below the mean
- Two or more standard deviations above the mean



Driving Forces Comparison

Driving Forces	Team Avg.	D. Bonnstetter ●	J. Alire	K. Biben	V. Boettcher	T. Bogart	A. Bonnstetter	R. Bonnstetter	R. Bowers	J. Carli	C. Casimir	Mean
Receptive	67	33	86	64	99	65	93	92	85	6	83	46
Intellectual	64	38	97	88	75	75	49	100	39	85	65	54
Intentional	63	90	96	94	81	31	90	60	97	88	12	51
Resourceful	58	89	78	35	88	14	82	35	100	40	17	42
Harmonious	51	6	0	94	7	51	74	19	35	25	61	35
Collaborative	44	7	0	56	0	33	28	0	6	69	51	35
Commanding	37	81	75	17	81	44	46	79	76	14	32	50
Objective	31	86	68	0	65	28	11	61	33	53	17	50
Selfless	26	0	0	36	0	81	6	38	0	29	67	40
Altruistic	21	0	0	0	0	53	0	11	0	6	75	33
Structured	20	38	0	17	0	12	0	6	0	81	0	38
Instinctive	19	33	0	0	6	12	22	0	29	6	19	29

Two or more standard deviations below the mean

One standard deviation below the mean

● Team Leader

One standard deviation above the mean

Two or more standard deviations above the mean



Driving Forces Comparison Continued

Driving Forces	Team Avg.	D. Bonnstetter ●	N. Chris	D. Clark	R. Cox	P. Daug	K. DeVault	T. Fox	C. Frazer	E. Gehrig	S. Ginn	Mean
Receptive	67	33	93	69	69	14	64	81	97	60	0	46
Intellectual	64	38	96	46	43	76	46	12	96	99	0	54
Intentional	63	90	85	88	81	82	53	12	86	43	72	51
Resourceful	58	89	54	72	85	67	72	25	78	46	42	42
Harmonious	51	6	78	79	28	25	57	99	6	33	97	35
Collaborative	44	7	50	43	6	79	60	31	0	65	50	35
Commanding	37	81	22	32	83	14	24	42	71	18	22	50
Objective	31	86	6	8	57	47	32	0	61	47	0	50
Selfless	26	0	17	11	0	22	12	49	6	35	38	40
Altruistic	21	0	0	6	0	0	31	67	0	29	6	33
Structured	20	38	0	15	11	68	21	6	0	25	83	38
Instinctive	19	33	0	31	38	6	29	78	0	0	90	29

Two or more standard deviations below the mean

One standard deviation below the mean

● Team Leader

One standard deviation above the mean

Two or more standard deviations above the mean



Driving Forces Comparison Continued

Driving Forces	Team Avg.	D. Bonnstetter ●	E. Healy	J. Heberling	D. Hebets	C. Hood	R. Hunt	N. K.	A. Klink	A. Lane	F. Larson	Mean
Receptive	67	33	40	99	94	100	47	14	64	78	88	46
Intellectual	64	38	99	88	93	100	86	19	11	39	75	54
Intentional	63	90	17	71	47	0	72	15	58	82	76	51
Resourceful	58	89	0	76	35	0	65	28	85	89	86	42
Harmonious	51	6	62	81	88	81	19	38	75	81	83	35
Collaborative	44	7	100	74	74	78	44	64	43	46	79	35
Commanding	37	81	0	6	6	0	32	19	38	31	0	50
Objective	31	86	11	0	0	0	65	46	14	6	0	50
Selfless	26	0	82	7	35	72	14	51	6	8	7	40
Altruistic	21	0	54	0	29	69	11	62	17	6	6	33
Structured	20	38	35	0	0	0	36	83	25	6	0	38
Instinctive	19	33	0	0	0	0	7	60	65	31	0	29

Two or more standard deviations below the mean

One standard deviation below the mean

● Team Leader

One standard deviation above the mean

Two or more standard deviations above the mean



Driving Forces Comparison Continued

Driving Forces	Team Avg.	D. Bonnstetter ●	A. Leitensdorfer	C. Mettenbrink	R. Miller	C. Mowry	C. Nelson	R. Rivera	C. Rosser	B. Rowland	A. Sharma	Mean
Receptive	67	33	90	24	92	31	69	74	88	69	67	46
Intellectual	64	38	47	33	51	57	75	86	22	88	35	54
Intentional	63	90	89	49	92	93	0	6	82	57	64	51
Resourceful	58	89	97	83	100	53	0	32	94	68	92	42
Harmonious	51	6	22	0	47	88	28	25	42	31	17	35
Collaborative	44	7	0	44	22	81	47	64	6	60	6	35
Commanding	37	81	83	38	51	7	32	18	79	21	83	50
Objective	31	86	49	79	22	6	42	50	28	44	74	50
Selfless	26	0	0	8	0	22	86	51	0	19	0	40
Altruistic	21	0	0	29	0	0	99	74	6	22	12	33
Structured	20	38	0	67	0	46	17	15	7	21	11	38
Instinctive	19	33	22	46	22	18	6	6	47	0	40	29

Two or more standard deviations below the mean

One standard deviation below the mean

● Team Leader

One standard deviation above the mean

Two or more standard deviations above the mean



Driving Forces Comparison Continued

Driving Forces	Team Avg.	D. Bonnstetter ●	R. Stokes	S. Stoner	T. Taylor	B. Tynning	K. Wang	A. Wong	Mean
Receptive	67	33	89	44	28	67	83	96	46
Intellectual	64	38	100	65	38	79	58	71	54
Intentional	63	90	26	47	47	85	99	81	51
Resourceful	58	89	12	6	53	32	82	99	42
Harmonious	51	6	69	79	53	99	99	0	35
Collaborative	44	7	64	54	78	57	57	0	35
Commanding	37	81	11	29	11	18	11	81	50
Objective	31	86	7	15	35	0	0	74	50
Selfless	26	0	64	78	26	42	0	0	40
Altruistic	21	0	50	39	38	6	0	0	33
Structured	20	38	7	32	58	17	0	0	38
Instinctive	19	33	0	11	36	0	11	0	29

Two or more standard deviations below the mean

One standard deviation below the mean

● Team Leader

One standard deviation above the mean

Two or more standard deviations above the mean