



# Personality Profile Report

for

**George Krahn**

Proven Results Marketing Agency



**DYNAMIC LEADERSHIP**  
**WITH AL RUTTAN**

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Access code: ACPI-FYTS-UBGT-UVZN, completed 2018-06-05 , Adult Concise Report v1.2



## Words that Best Describe George



- Precise
- Determined
- Gifted
- Dependable
- Calculating
- Responsible
- Involved
- Productive
- Independent
- Trusting
- Correct
- Deliberate
- Logical
- Demanding
- Pioneering
- Talkative
- Direct
- Persuasive
- Responsive
- Results-Oriented

Please keep in mind these words may describe you more or less depending on the situation. If you feel that some of the words above describe you very well, then circle them. If you feel like some of the words do not describe you well, simply cross them out. This information is usually 85-95% accurate, but you are welcome to mark it up to match your unique personality style.

**This report is NOT meant to label you! It is designed to HELP you UNDERSTAND and DISCover yourself. You can enjoy your unique personality and your strengths!**



## George's Strengths



The following section describes George's strengths based on the **D/IC** personality blend. These strengths represent qualities resulting from blending the D, I, S and C personality traits. Remember, everyone is a unique blend of all four styles. In other words, everyone has some of each of the four major personality styles.

### **Determined, Interactive and Detailed**

George is passionate and focused when solving problems. George enjoys working with people who share the same vision and purpose. George thrives on taking the initiative and has an innovative spirit.

### **Resourceful Leader**

George enjoys leading others and creating innovative solutions. George is able to encourage others to participate in reaching goals. George works well under pressure by creating ways to move ahead.



## George's Keys to Excellence



The following section describes George's keys to maintain balance and excellence in life based on the dynamics of the **D/IC** personality blend. These keys are important in adapting to the needs and perspective of others. Practicing these insights will cultivate teamwork, productivity, harmony and understanding with others.

### Ask People How They Feel

The way people feel inevitably influences their productivity and sense of value. Asking people how they feel creates an opportunity to communicate and work more effectively with others.

### Ask People for Their Suggestions - Then Listen!

Some of the best solutions will come from those who do not like to speak up. When you work with such people, take the initiative to ask for their input. Take time to listen, and seriously consider what they have to say.

### Initiate Change with Patience

You are energized in spontaneous, creative environments. You like change and variety. Not everyone has your pioneering spirit, so be patient in suggesting extensive changes to other team members.

### Be Personal and Unhurried

People respond best when they feel important and valued. Take the time to listen to team members in order to build trust and rapport.



## George as a Team Member



### George's Main Strength:

You are great at working on projects that require vision and action. You get results through information and people!

**Main Motivation:** Intense, cognitive interaction for creative solutions

**Individual Talents and Gifts:** Quickness in response, risk-taker

**Value as a Team Member:** Spontaneity, challenging the status-quo

**Ideal Environment:** Meeting with open discussions that are fast-paced and bottom line

**Key to Motivate:** New challenges to resolve; more efficient use of time; other outside involvements; wide scope of activity; opportunity to demonstrate skills

**Keys to Manage:** While working with others: D/IC style blends need project deadlines; a better appreciation for slower-paced people; honest feedback about priorities; not to take on too many challenges at once; caution with "off-the-cuff" remarks that are too personal

**How You Act Best Under Pressure (your perception):** Flexible; determined and resolute; alert; energetic; smart; quick

**How Others *May* MISUNDERSTAND and MISREAD Your Actions Under Pressure (if they do not understand you):** Restless; hasty and impatient; unapproachable; impulsive; intense; detached

**Things to be aware of (possible blind spots):** Understanding that slower paced styles need time to process information

**Complementary Personality Styles:** S, I/SC, S/D, I/S

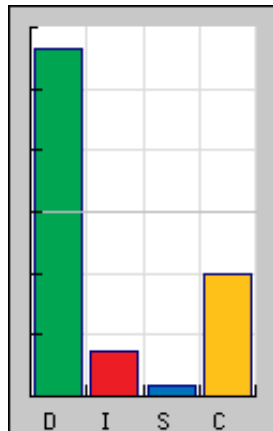


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## Personality Graphs for George

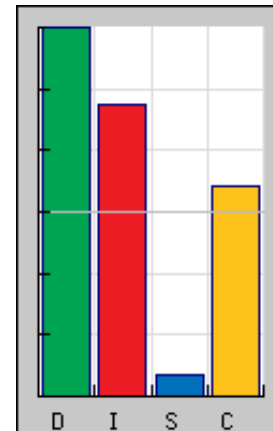


**Graph I**  
**Environment Style**



94 12 3 33

**Graph II**  
**Basic Style**



100 79 6 57

Very High  
High  
Average Above  
– Mid-line –  
Average Below  
Low  
Very Low

**Graph I on the left reflects your Environment Style - how you respond in your environment.**

This graph indicates the behavior that others are most likely to observe. The higher the graph level for each of the 4 traits, the more that trait is evident in your environment. The environment graph is based on characteristics that each person tends to demonstrate in his or her outward environment.

**Graph II on the right reflects your Basic Style - the real you and the traits that make you the most comfortable.** Traits that are higher on the graph are behaviors that feel natural to you. Traits that are lower on the scale are areas that you prefer less or are less comfortable for you. The basic style graphs is based on characteristics that each person tends to demonstrate more consistently.