



Personality Profile Report

for

Patricia Neufeld

Proven Results Marketing



DYNAMIC LEADERSHIP
WITH AL RUTTAN

Provided by:

Allan Ruttan
Dynamic Leadership with Al Ruttan
hello@alruttan.com
1 204 384 5477
<http://www.alruttan.com>

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Words that Best Describe Patricia



- Logical
- Predictable
- Good listener
- Conservative
- Teachable
- Softhearted
- Correct
- Easygoing
- Loyal
- Slower Paced
- Kind
- Diplomatic
- Steadfast
- Compassionate
- Enthusiastic
- Orderly
- Persuasive
- Cooperative
- Systematic
- Optimistic

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!



Patricia's Strengths



The following section describes Patricia's strengths based on the **S/CI** 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.

Supportive and Diplomatic

Patricia is supportive and nurturing. Patricia will usually focus on making people feel comfortable and at ease. Patricia tends to be focused on how other people feel and what is appropriate.

Service-oriented and Accommodating

Patricia has an ability to sense what people are thinking and feeling. Patricia will often put the needs of others first based on diplomacy and wanting to do what is right. Patricia enjoys providing a team-oriented environment with structure and organization.



Patricia's Keys to Excellence



The following section describes Patricia's keys to maintain balance and excellence in life based on the dynamics of the **S/CI** 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.

Prevent Misunderstandings

Sometimes feelings can be misleading. Try to look at situations objectively to see things from the other person's perspective.

Set Aside Time for Yourself

Your nature is to be social and self-sacrificing. Be sure to take the time that you need to relax and recharge.

Keeps Commitments Reasonable

Your nature is to serve, and you are able to do many things. You will be able to serve best when you keep your commitments within reason.

Ask "What is the Next Step?"

Consider what needs to be done. This approach keeps things simple and allows you to deal with things one step at a time.



Patricia as a Team Member



Patricia's Main Strength:

You are great at encouraging others by having a cooperative, considerate and friendly attitude.

Main Motivation: Relationally supportive mixed with a commitment to quality

Individual Talents and Gifts: Working with people within a defined order or framework

Value as a Team Member: Getting positive results in spite of bad situations through being cool under fire; modeling respect for authority

Ideal Environment: Stable, predictable, sensible procedures; friendly coworkers

Key to Motivate: A leader who sets a good example; complete, clear direction for projects to be completed; to be persuaded by both logic and emotion; a team that understands their reasons for not wanting to argue (i.e. personality style); freedom from confrontation

Keys to Manage: While working with others: S/IC style blends need to be more objective and less subjective, more direct and less indirect; a quality product in which they can believe; simplified methods that will not affect the quality of their work

How You Act Best Under Pressure (your perception): Accepting; compassionate; considerate, likable; cooperative; modest

How Others *May* MISUNDERSTAND and MISREAD Your Actions Under Pressure (if they do not understand you): Hesitant; unsure; cautious; haphazard; fearful; stubborn

Things to be aware of (possible blind spots): Understanding that confrontation is sometimes a valuable option

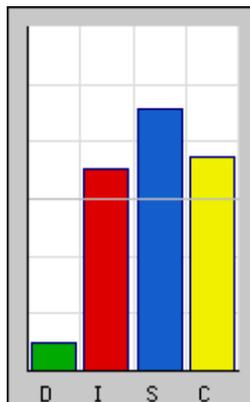
Complementary Personality Styles: D, D/C, D/I, I/C



Personality Graphs for Patricia

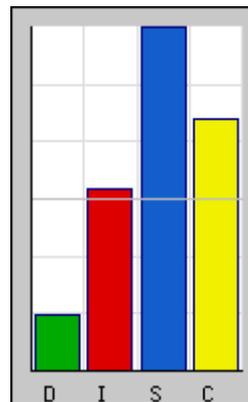


**Graph I
Environment Style**



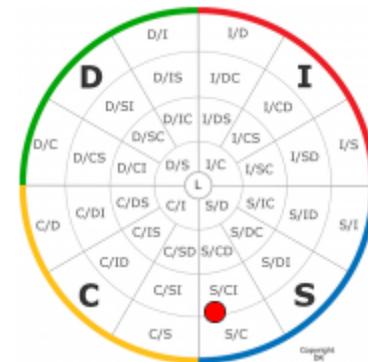
8 59 76 62

**Graph II
Basic Style**



16 53 100 73

**DISC Circle
Graph**



S/CI Blend

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.

Graph II in the center reflects your Basic Style - the real you where you are most comfortable. Traits that are higher on the graph are behaviors that feel more natural to you whereas traits that are lower on the scale are areas are less comfortable for you.

Your DISC Circle Graph on the right is an at-a-glance view of your Basic Style. It is based on your Graph II Basic Style which is S/CI.