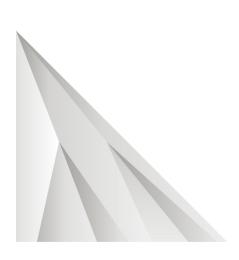




12 Driving Forces[™]

Josh Smith Director Sample Co. 1-6-2015





Understanding Your Driving Forces

This report is based on six basic interests, or motivators in your life: Theoretical, Utilitarian, Aesthetic, Social, Individualistic and Traditional. You will learn how to explain, clarify and amplify some of the driving forces in your life. This report will empower you to build on your unique strengths, which you bring to work and life. You will learn how your passions from 12 core driving forces frame your perspectives and provide the most accurate understanding of you as a unique person.

Please pay careful attention to your top four driving forces, as they highlight what most powerfully moves you to action. As you examine the next tier of four driving forces, you'll recognize they may have strong pull for you, but only in certain situations. Finally, when reviewing the bottom four driving forces, you will identify your varying levels of indifference or total avoidance.

Once you have reviewed this report you will have a better grasp of one of the key areas in the Science of Self™ and will:

- Understand how your driving forces are at play in your career and relationships
- Be able to apply your understanding of your driving forces to your relationships and job-related performance
- Have a clearer impression of your purpose and direction in life, which can lead to greater satisfaction in work and life

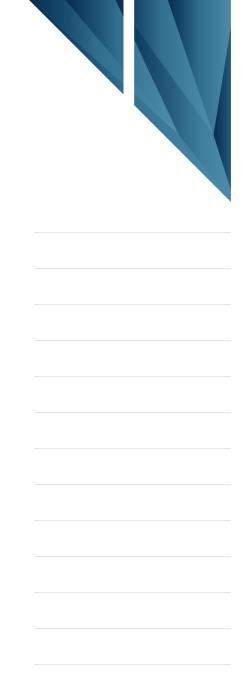


General Characteristics

Based on your responses, the report has generated statements to provide a broad understanding of WHY YOU DO WHAT YOU DO. These statements identify the motivation that you bring to the job. However, you could have a potential Me-Me conflict when two driving forces seem to conflict with each other. Use the general characteristics to gain a better understanding of your driving forces.

Josh has a strong desire to build resources for the future. He is motivated by increasing productivity and efficiency. He is driven to be very diligent and resourceful. He is seeking opportunities to enhance his ever changing system for living. Josh will challenge the status quo to keep momentum moving. He can be an out-of-the-box thinker. He wants to control his own destiny and display his independence. He may be energized by public recognition. Josh tends to have an objective view of the task at hand. He tends to focus on the task at hand regardless of his surroundings. He may attempt to assist an individual or group overcome adversity. If Josh is truly interested in a specific subject, or if knowledge of specific subject matter is required for success, then he will take the initiative to learn about that subject in great depth.

Josh is energized by building a framework that maximizes his time and talent invested in a project. He will focus on creating processes to ensure efficiency going forward. He is looking for new methods and ways to expand his future opportunities. Given the choice, Josh would choose to experience new opportunities. Josh tends to work long and hard to advance his position. He will strive to create a winning strategy for himself and/or his team. In general, unpleasant surroundings will not impact his productivity. He is able to isolate personal issues and focus on professional productivity. Josh can be patient and sensitive to others if they have a common cause. He may struggle when helping others if it's in conflict with his own self-interest. In those areas where Josh has a special interest he will be good at integrating past knowledge to solve current problems. He may have the data to support his convictions.





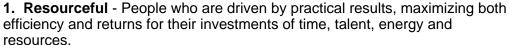
General Characteristics

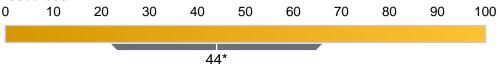
Josh will seek knowledge based on his needs in individual situations. He has the potential to become an expert in his chosen field. Josh's intention to help others is determined on an individual basis. He is willing to help others if they are willing to work to achieve their goals. Josh will focus on the objective of a situation more than the harmony of a situation. He has the desire to be recognized for his accomplishments. He likes to set his own plan to guide and direct his actions. He is driven to maximize opportunities in order to create financial flexibility.



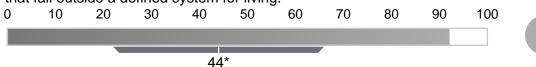
Primary Driving Forces Cluster

Your top driving forces create a cluster of drivers that move you to action. If you focus on the cluster rather than a single driver you can create combinations of factors that are very specific to you. The closer the scores are to each other the more you can pull from each driver. Think about the driver that you can relate to most and then see how your other primary drivers can support or complement to create your unique driving force.

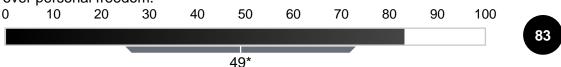




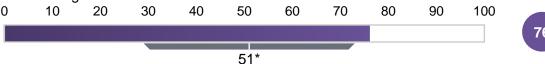
2. Receptive - People who are driven by new ideas, methods and opportunities that fall outside a defined system for living.



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



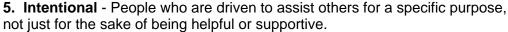
4. Objective - People who are driven by the functionality and objectivity of their surroundings.

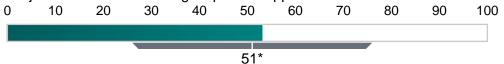




Situational Driving Forces Cluster

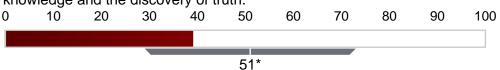
Your middle driving forces create a cluster of drivers that come in to play on a situational basis. While not as significant as your primary drivers, they can influence your actions in certain scenarios.





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



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



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8. Altruistic - People who are driven by the benefits they provide others.

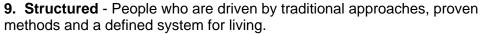


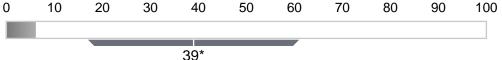
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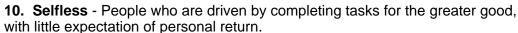


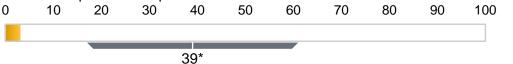
Indifferent Driving Forces Cluster

You may feel indifferent toward some or all of the drivers in this cluster. However, the remaining factors may cause an adverse reaction when interacting with people who have one or more of these as a primary driving force.

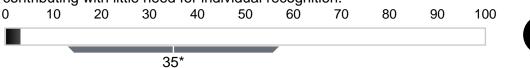








11. Collaborative - People who are driven by being in a supporting role and contributing with little need for individual recognition.



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



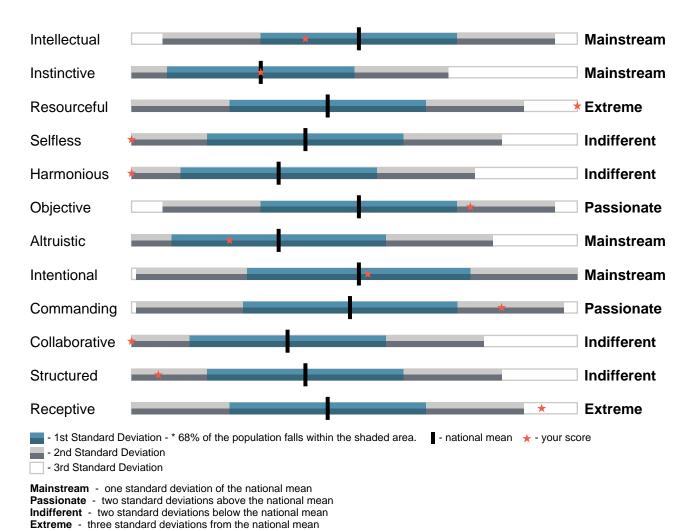


Areas for Awareness

For years you have heard statements like, "Different strokes for different folks," "to each his own," and "people do things for their own reasons, not yours." When you are surrounded by people who share similar driving forces, you will fit in with the group and be energized. However, when surrounded by people whose driving forces are significantly different from yours, you may be perceived as out of the mainstream. These differences can induce stress or conflict.

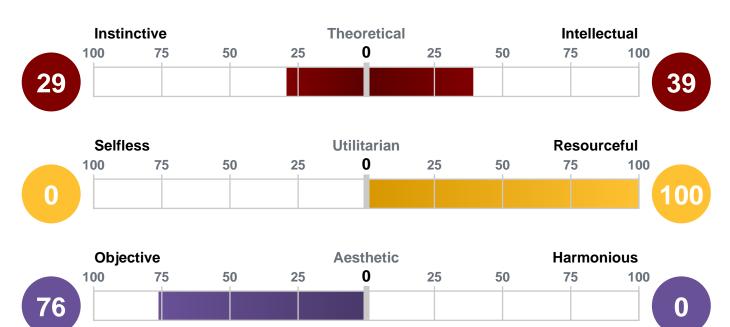
This section reveals areas where your driving forces may be outside the mainstream and could lead to conflict. The further away you are from the mainstream on the high side, the more people will notice your passion about that driving force. The further away from the mainstream on the low side, the more people will view you as indifferent and possibly negative about that driving force. The shaded area for each driving force represents 68 percent of the population or scores that fall within one standard deviation above or below the national mean.

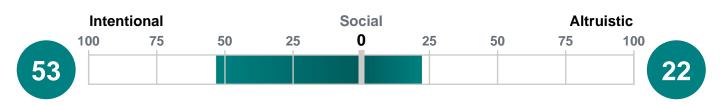
Norms & Comparisons Table - Norm 2015

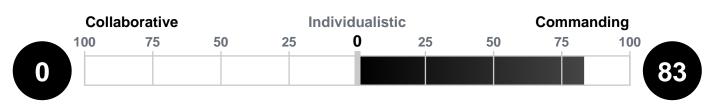


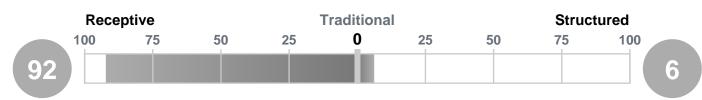






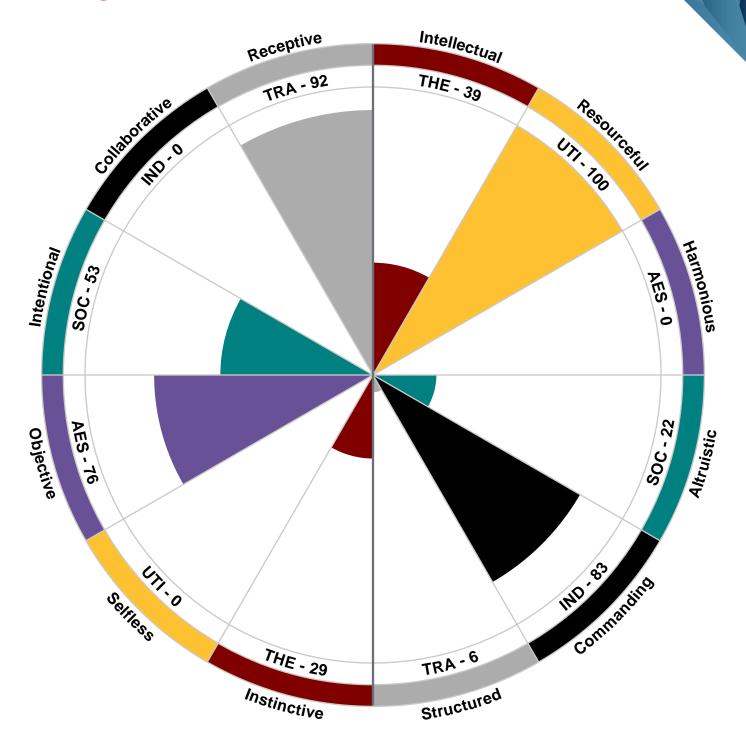








Driving Forces Wheel





Descriptors Wheel

