



Behavior Discovery

Complete the following using the behavior section of the assessment.

Style Insights® Graphs	
Graph I: Adapted Style	
Graph II: Natural Style	

Sales Characteristics
Read through the Sales Characteristics section of your report and note the sentences that you think are particularly relevant. Write the two most important statements below.
1.
2.

Value to the Organization
Read through the Value to the Organization section of your report and note the statements that you think are particularly relevant. Write the two most important statements below.
1.
2.

Checklist for Communicating	
Do's	1.
	2.
Don'ts	1.
	2.

Perceptions

Read through the **Perceptions** section of your report and note the words that you think are particularly relevant. Write the most important words in each section below.

1.

2.

Selling Tips

Read through the **Selling Tips** section of your report and note the sentences that you think are particularly relevant. Write the two most important statements below.

1.

2.

Areas for Improvement

Read through the **Areas for Improvement** section of your report and note the statements that you think are particularly relevant. Write the two most important statements below.

1.

2.

Notes

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