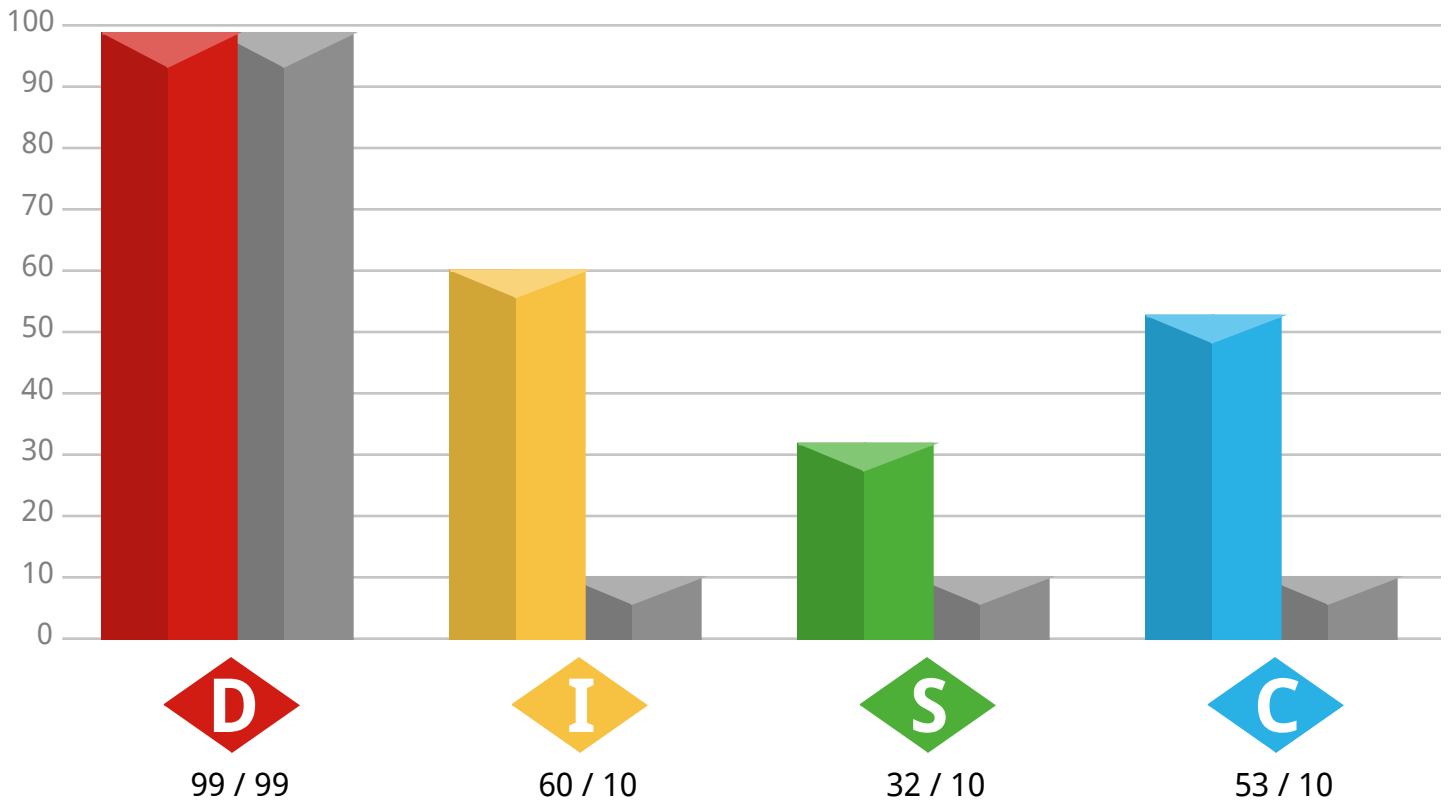




## Natural and Adaptive Styles Comparison



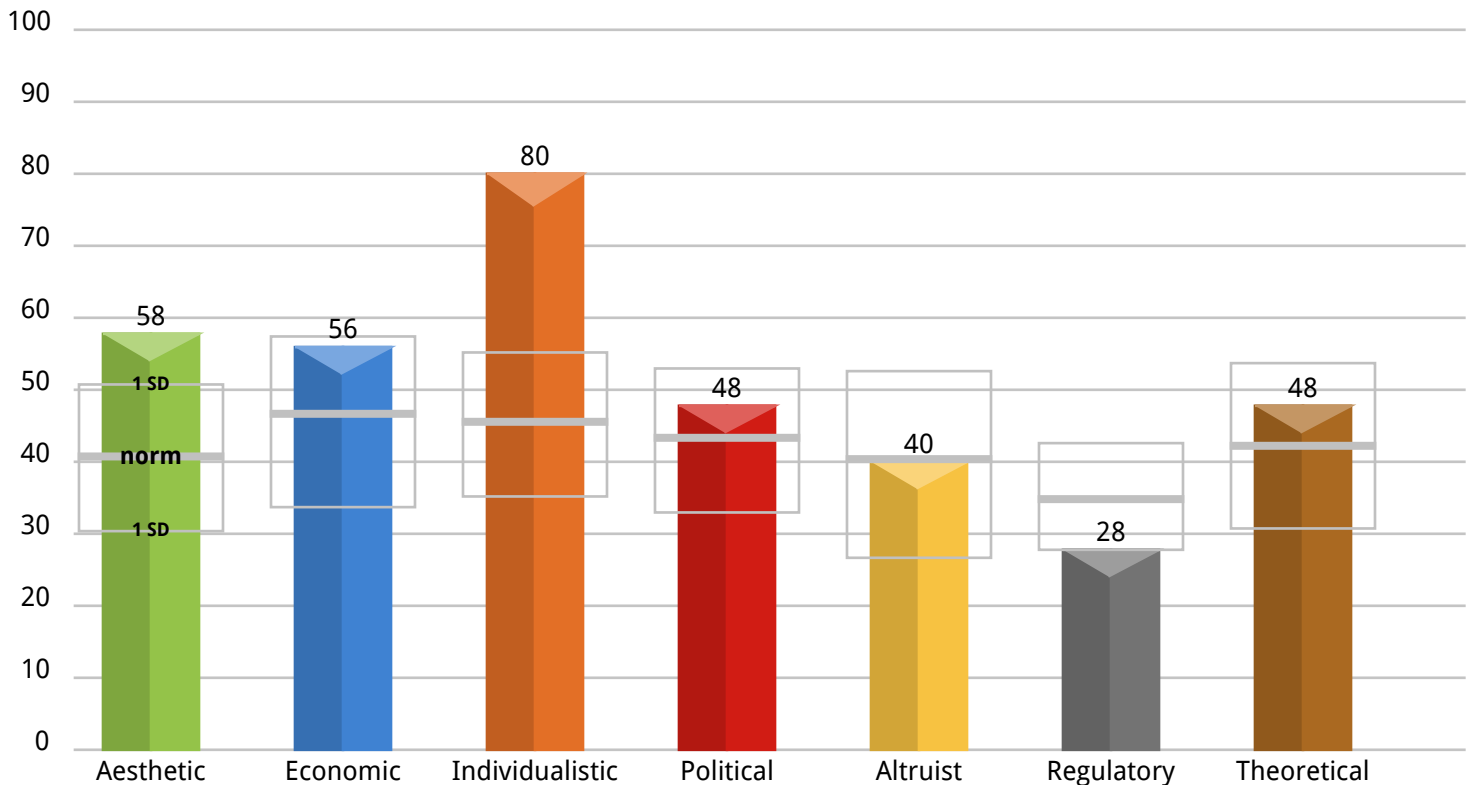
Bo McDonald

**Natural Style:** The natural style is how you behave when you are being most natural. It is your basic style and the one you adopt when you are being authentic and true to yourself. It is also the style that you revert to when under stress or pressure. Behaving in this style, however, reduces your stress and tension and is comforting. When authentic to this style you will maximize your true potential more effectively.

**Adaptive Style:** The adaptive style is how you behave when you feel you are being observed or how you behave when you are aware of your behavior. This style is less natural and less authentic for you or your true tendencies and preferences. When forced to adapt to this style for too long you may become stressed and less effective.



## Executive Summary of Bo's Values



Bo McDonald

|                           |  |
|---------------------------|--|
| High Aesthetic            | You very much prefer form, harmony and balance. You are likely a strong advocate for green initiatives and protecting personal time and space. |
| Average Economic          | You are able to perceive and create a balance between the need for economic return and other needs as well.                                    |
| Very High Individualistic | You demonstrate high independence and project self-confidence.   |
| Average Political         | You are flexible, able to take or leave the power or clout that comes with the job title or assignment.  |
| Average Altruist          | You are concerned for others without giving everything away; a stabilizer.   |
| Average Regulatory        | You are able to balance and understand the need to have structure and order, but not paralyzed without it.                                     |
| Average Theoretical       | You are able to balance the quest for understanding and knowledge with the practical needs of a situation.                                     |



This page is unique in this report because it is the only one that doesn't speak directly to you, rather to those who interact with you. The information below will help others communicate with you more effectively by appealing to your natural behavioral style. The first items are things others SHOULD do to be better understood by you (Do's) and the second list is of things others SHOULD NOT do (Don'ts) if they want you to understand them well.

### **Things to do to effectively communicate with Bo:**

- Plan to talk about things that support his dreams and goals.
- Get to the point quickly and don't ramble.
- Free-up enough to be engaging, stimulating, and fast-paced.
- Ask 'what' oriented questions that close the issue or topics.
- Be prepared to handle some objections.
- Do your homework and be prepared with goals, objectives, support materials, etc., but don't plan on using all of them. Have the material with you as support.
- When agreeing, support the ideas and potential results, not the person.

### **Things to avoid to effectively communicate with Bo:**

- When disagreeing, don't let it reflect on him personally.
- Don't be sloppy or disorganized.
- Don't 'dream' too much with him or you'll lose time.
- Avoid wild speculations without factual support.
- Avoid leaving loopholes or vague issues hanging in the air.
- Avoid asking rhetorical questions, or useless ones.
- Don't make decisions for him.



### Natural Style Pattern:

Your natural style is the way you tend to behave when you aren't thinking about it. This is where you are most comfortable (natural). This is also the style you will revert back to when under stress or moving too quickly to be consciously thinking about modifying your behavior. Finally, this is the style you should seek to be true to in your daily roles. Being natural will return better results with less effort and stress.

The following statements are true to just your unique natural style:

- Brings a very high sense of urgency to projects and tasks. Gets things done... now.
- May be seen by some as aggressive and determined to meet or exceed goals or expectations.
- He is perceived as one who is a very resourceful person: Well-networked and influential.
- Able to see the big picture and communicate it clearly to others.
- Certainly known to others as a self-starter. This is contributed by the High D and S being lower than D.
- A hard-driver, even in the face of opposition.
- Seem to thrive in positions of power, authority, and responsibility.
- A very active agent in all he does. This comes in part from the Lower S preferences.



### **Adaptive Style Pattern:**

This is the style of behavior you adapt to when you are conscious of your own behavior, when you feel you are being observed or whenever you are trying to better fit a situation. This is not a natural style for you, but still one of your two styles none-the-less. In other words, it is the way you feel you "should" behave when thinking about it. The statements below are specific to your individual Adaptive style:

- You are a very resourceful individual and one who can adapt to many different environments quickly.
- You want authority equal to your area of responsibility.
- You may be critical of established procedures and methods.
- You are very direct, forthright, and straightforward in communicating with others.
- You are seen by others as an excellent problem solver.
- You show others that you can think quickly on your feet to solve a variety of problems and issues.
- You are a strong self-starter who shows a high sense of urgency to get things done... now.
- You set an image of high goals for yourself and others and expect both to meet those goals and live up to the image established.