

Finding Your Time Management Style

with Dave Crenshaw

The Ten Styles

Using the results from 1) your Terms of Victory and 2) your Variety/Consistency Score, you can locate your most likely primary style and secondary style. Typically, your most likely styles share either the same terms of victory, OR the same variety/consistency.

| Terms of Victory | Variety/Consistency Score | | |
|--|---------------------------|---|-----------------------|
| | Consistency (-) | 0 | Variety (+) |
| Precision "Found the right answer." "Solved a complex problem." | A Analyzer | ↔ | S Solver |
| Creativity "Made something wonderful." "Created something new." | M Maker | ↔ | I Innovator |
| Accomplishment "Checked things off." "Put a plan into action." | D Doer | ↔ | L Launcher |
| Relationships "Helped others learn." "Motivate others." | E Educator | ↔ | P Persuader |
| Service "Contributed to the team." "Saved someone's day." | N Nurturer | ↔ | R Responder |

Based on the assessments, my likely primary style is _____ ,
and my likely secondary style is _____ .

The Ten Styles in Detail

The assessments exist to help you engage in self-discovery. Yet you, not the assessments, determine your primary and secondary styles. Read the descriptions below and compare your results with reality. Remember, this is not a personality assessment. Instead, the style is a summary of the way in which you best work and perform.

| Terms of Victory | Variety/Consistency Score | |
|-----------------------|--|--|
| | Consistency (-) | Variety (+) |
| Precision | A Analyzer | S Solver |
| Focus | Discovering the correct answer to issues through data analysis and study. | Resolving issues and troubleshooting problems through knowledge and hands-on work. |
| Environment | Typically, the same from day to day. | May move to different places or work “virtually” to solve problems. |
| Tools | Software, spreadsheets, books, and other data sources. | A mix of digital and physical, depending on problems to solve. |
| Creativity | M Maker | I Innovator |
| Focus | Creating many projects or works of art through freedom of expression and idea. | Dreaming up something entirely new, or transforming an existing product into something better. |
| Environment | May change locations to stir up ideas, but typically enjoys a consistent “creative place.” | Thinks and creates best when in new and diverse environments. Often “thinks on their feet.” |
| Tools | Anything that promotes and facilitates the use of the senses. | Free-form. Everything is an option. |
| Accomplishment | D Doer | L Launcher |
| Focus | Completion of many tasks through efficient effort. | Initiation of projects and new ventures. |
| Environment | While the location may change from time to time, there is typically a consistent pattern or “home base.” | May have a central office, but is also mobile to meet with many people and explore possibilities. |
| Tools | Depends on the work to be done. Usually well-versed in a variety of tools. | Often uses visual and verbal means to “hash out” an idea, then digital for a more concrete expression. |

| Relationship | E Educator | P Persuader |
|--------------|--|--|
| Focus | Helping others learn and improve skills in a personal, consistent way. | Inspiring and motivating others to take action, on both personal and group scales. |
| Environment | Typically, very consistent. There is a central learning environment, with occasional learning trips. | Very diverse. May travel frequently to reach audiences or prospects. |
| Tools | Diverse. Anything that can help someone learn or improve performance is a valid tool. | Diverse. Also is well-versed in body language and other forms of expression to get their point across. |
| Service | N Nurturer | R Responder |
| Focus | Attending to the needs of others to ensure their happiness and well-being. | Rescuing others in their time of need. Being ready at a moment's notice. |
| Environment | Typically stays the same with little variation. | Typically operates from a central place, then travels quickly and often as needed. |
| Tools | Typically deals with a specialized set of tools which are used repeatedly and consistently. | Varies according to the need being fulfilled. Able to adapt and improvise quickly as needed. |

Based on the assessments, my likely primary style is _____ ,
and my likely secondary style is _____ .

Your Style Selection (May be the same, or may be different.)

Based on the assessments, my likely primary style is _____ ,
and my likely secondary style is _____ .