

# 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 (+)
<b>Precision</b> "Found the right answer." "Solved a complex problem."	<b>A</b> Analyzer	↔	<b>S</b> Solver
<b>Creativity</b> "Made something wonderful." "Created something new."	<b>M</b> Maker	↔	<b>I</b> Innovator
<b>Accomplishment</b> "Checked things off." "Put a plan into action."	<b>D</b> Doer	↔	<b>L</b> Launcher
<b>Relationships</b> "Helped others learn." "Motivate others."	<b>E</b> Educator	↔	<b>P</b> Persuader
<b>Service</b> "Contributed to the team." "Saved someone's day."	<b>N</b> Nurturer	↔	<b>R</b> 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 (+)
<b>Precision</b>	<b>A</b> Analyzer	<b>S</b> 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.
<b>Creativity</b>	<b>M</b> Maker	<b>I</b> 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.
<b>Accomplishment</b>	<b>D</b> Doer	<b>L</b> 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	<b>E</b> Educator	<b>P</b> 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	<b>N</b> Nurturer	<b>R</b> 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 \_\_\_\_\_ .