



Personal Information

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**UNLEASHING PERSONAL POTENTIAL BY HELPING
YOU UNDERSTAND YOURSELF.**

Your Personality Profile

Profile Analysis :-

You are a complete extrovert who is warm and friendly. With your natural sales ability, you have a persuasive selling skill along with good communication abilities. You are an empathetic people-oriented person that makes you to deal with groups of people effectively. You have the knack to open a relationship well and thus create an impactful positive personal impression at the outset. You tend to put little emphasis on facts or details, but you have the ability to sell intangibles with your innate social skills. You have a free and open leadership style where you delegate authority, task and detail-oriented activities, with little follow-up. At times you have a free-wheeling, casual, uninhibited style of functions. Communication is the key factor in you. You can communicate easily and fluently with others. You are often referred to as a "Communicator". You are confident, outgoing and gregarious individual who value contact with people and also developing positive associations.■

How do you relate to others :-

You are best in connecting to People. You are open to others and confident in your own social abilities, and interact positively in almost any situation. Your strong and evident confidence, coupled with your genuine interest in the ideas and especially feelings of other people, are often found charming by those around you. Your actions are often designed to improve, maintain and extend relations, sometimes, even to the extent of alienating people who are not part of your circle.■

Your general areas of strengths :-

Your distinct abilities lie in the area of communication and relationship building. You are not only a strong communicator, possessing the assertiveness to drive home a point of view, but also have the intuitive qualities to understand others perspectives and adapt with others to meet new situations and challenges.■

What motivates you :-

You are motivated by praise, popularity, and acceptance. Specifically, you need to feel accepted by those around you, and you tend to react badly if you perceive yourselves to be rejected or disliked. Praise and approval make a strong impression on you, and at times you go great lengths to achieve this kind of reaction from other people. Besides, opinions and reactions of your close circle is utmost important for you. You believe in creating a positive environment that enhances the well-being of people around you.■

Basic descriptors :-

Friendliness, Enthusiasm and Self-confidence.■

Your leadership style :-

Your positive, persuasive and enthusiastic nature helps you in getting people to follow. You encourage participation. You love to celebrate successes. You always keep the team motivated and energized. At times you could be too optimistic and get carried away with your own optimism. Seldom you get unrealistic and you emphasise on individuals at the expense of the group.■

Your goal setting behaviour :-

Along with building a team, you are participative in setting goals. You get everyone committed before setting goals. You consult people for what they believe in that needs to be done, and how, when and who needs to be involved. You verbalize the goals but

rarely stop to commit to other on paper. At times, it confuses others because you might change direction suddenly.■

Your preferred work environment :-

You prefer friendly atmosphere.■

Your area of creativity :-

You know who can solve the problem. You have the knack of utilizing talent of others to solve problems, as well generate and implement ideas. You like variety and change. At times you get bored and confuse others by not being specific on ideas.■

How do you delegate work :-

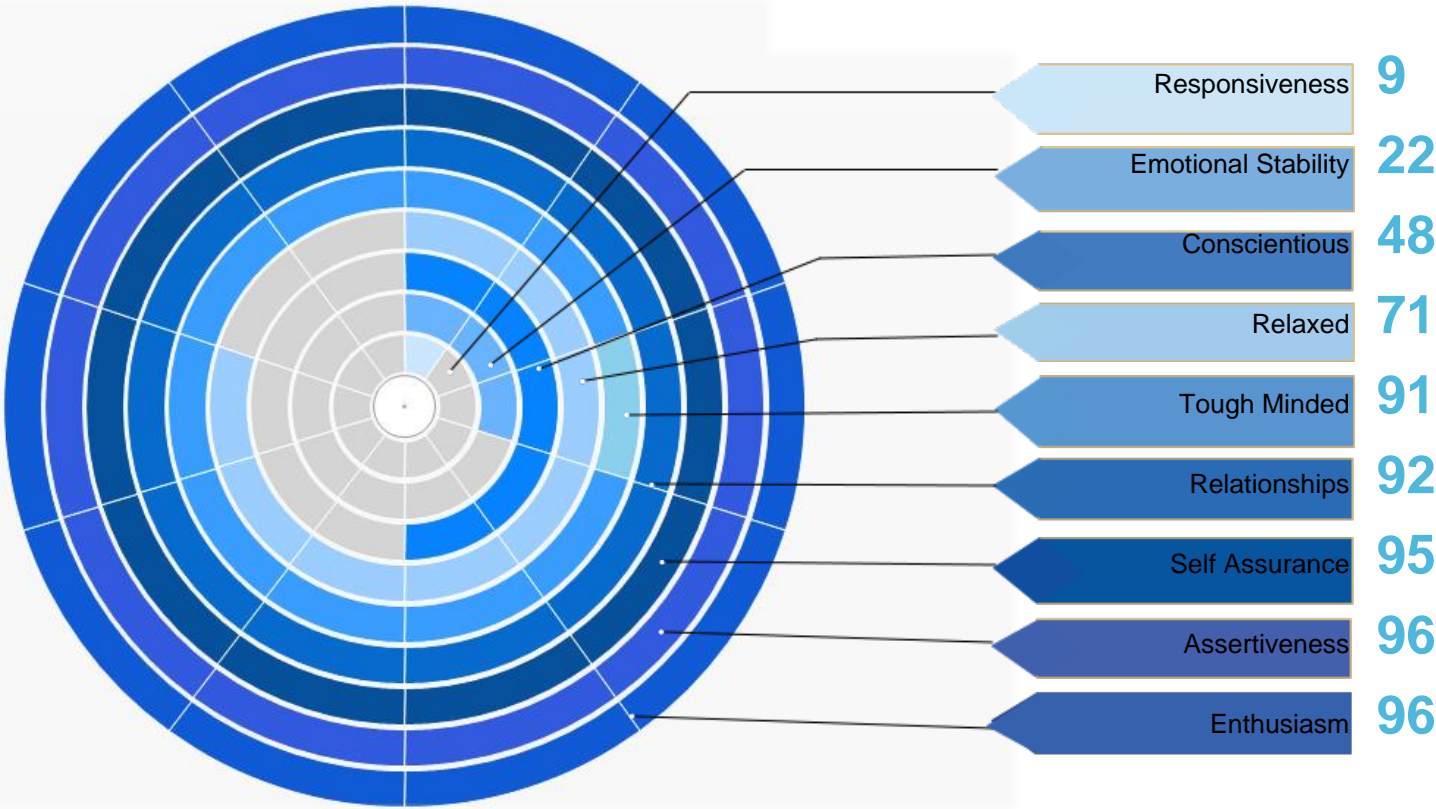
You generally delegate authority, responsibility and details. You have the ability to build confidence and enthusiasm in people to achieve the goals. You normally delegate but do not monitor and control at times.■

Your communication style :-

You are verbally assertive and articulate; you use good words, body language and emotions to emphasize your point of view, and give an impression of listening intently and have an enthusiastic communicating style along with use of humour. You discount feelings and at times you are a poor listener unless you see some benefit in it and tend to make very little effort to display listening signals; further, have a tendency to "TELL". You are generally abrupt in writing, and possess aggressive body language sometimes.■

Your decision making style :-

You have a participative approach and believe in consensus. While making a decision, data is at times ignored, and you give importance to who is saying than what is being said.■



You are defined by your personality. Your values, upbringing, experiences, friends, family, all shape the person that you become. Your personal, physical, and emotional abilities coupled with your personality traits is what makes up your personality strengths. It is very crucial that your personality strengths be known, because that is how it can be determined as to which field you will enjoy working in the most.

SUMMARY OF YOUR PERSONALITY STRENGTHS Your personality from within is your identity. What you see from outside is just your behavior. However your behavior is driven by your attitude, your thinking, your values, your up-bringing etc. In the assessments we are assessing your personality based on 9 factors that define your behavior and that would make a difference on to your performance on a long term. We call this as your behavioral assets.■

Behavior	Rating	Percentile	Rating
Assertiveness	<div><div></div><div></div><div></div><div></div><div></div></div>	96	Very High
Enthusiasm	<div><div></div><div></div><div></div><div></div><div></div></div>	96	Very High
Self Assurance	<div><div></div><div></div><div></div><div></div><div></div></div>	95	Very High
Relationships	<div><div></div><div></div><div></div><div></div><div></div></div>	92	High
Tough Minded	<div><div></div><div></div><div></div><div></div><div></div></div>	91	Very High
Relaxed	<div><div></div><div></div><div></div><div></div><div></div></div>	71	Moderate
Conscientious	<div><div></div><div></div><div></div><div></div><div></div></div>	48	Moderate
Emotional Stability	<div><div></div><div></div><div></div><div></div><div></div></div>	22	Low
Responsiveness	<div><div></div><div></div><div></div><div></div><div></div></div>	9	Low

YOUR PERSONALITY

Personality is made up of the characteristic pattern of thoughts, feelings and behavior which makes you a unique person. Personality normally develops at the adolescent age and remains fairly consistent throughout life.

Relationship Orientation

HIGH High scores indicate that the person has a positive outlook towards people, the team and the society. Also this person is cooperative, participative and outgoing. Extreme high scores indicate an easy-going temperament. ■

LOW Low scores indicate that this person is likely to be impersonal, aloof and not too friendly. This person prefers to remain isolated from the society/group. Also this person is cool, distant and reserved. Also a hesitant and overly formal behaviour is expected. ■

Emotionally Stable

HIGH High scores indicate that this person is in good control of personal emotions. This person has a greater tolerance to handle frustration and face reality calmly. This person doesn't get stressed or anxious under pressure. This person tries to maintain poise and maturity most of the times. This person doesn't worry and get disturbed over petty inconvenience. ■

LOW Low scores indicate that this person is likely to have problems controlling emotions. This person also is likely to over-react to situations. He or she tends to become disorganized under pressure. There exists a tendency to get frustrated too fast. This person gets irritated, tensed, restless & impatient by his/her own feelings/ emotions too often. This person finds it difficult to cope effectively with stress. ■

Assertive

HIGH High scores indicate that this person loves competition is competitive by nature. This person is likely to be freeminded and independent. This person can express feelings and thoughts with greater ease. This person knows his/her rights and tends to control others and helps them know their rights. This person has good control over his/her anger and manages to express his/her displeasure in a logical way. ■

LOW Low scores indicate that this person dislikes competition. This person also prefers a non demanding environment. This person has a non demanding disposition and has low decision needs. This person mostly avoids taking an



High



Low



Very High

independent decision or stance on issues. This person depends on others for a decision. He/she also finds it difficult to express his /her feelings, thoughts and desires.■

Enthusiasm and Energy

HIGH High scores indicate that this person would always be ready to take up and accept new and greater responsibilities. This person would like to take new challenges & handle critical situations with great alacrity. This person also displays high energy and willingness to experience new and unknown experience or situations. Also this person would willingly deal adequately with difficult conditions. This person displays a tendency to take lead in new varied activities and love adventures (exploring uncharted territories). Also this person is known as insightful and imaginative. ■

LOW Low scores indicate avoidance of new or increased responsibilities, activities and challenges. This person also prefers to stay away from critical situations. This person also doesn't get involved in group event or team oriented activities. This person has a tendency to ignore dealing adequately with difficult conditions. This person is risk and change averse. ■

Responsibility and Conscientiousness

HIGH Person with high scores shows diligence, drive and domination by a sense of his/her duty. The person has a great regard for moral standards and ethics. You can expect honesty and sincerity towards his/her work. This person also displays strong sense of responsibility and orderliness. ■

LOW Person with low scores show low levels of persistence, drive & domination by a sense of his/her duty. Also this person may lack complete commitment towards the given task/work. ■

Social Responsiveness

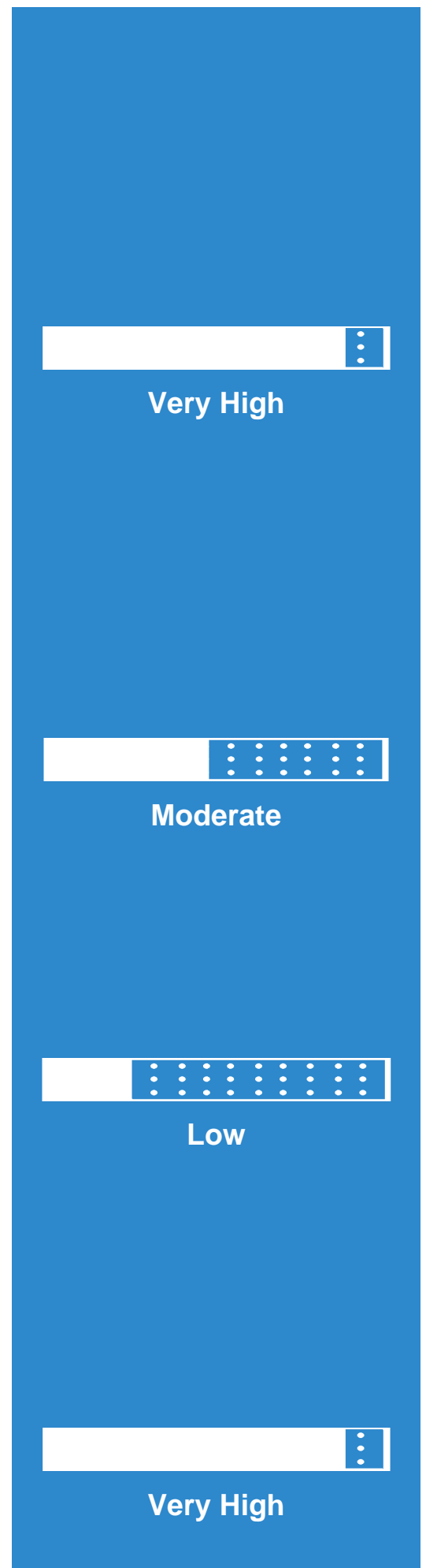
HIGH The person with high scores is socially precise. This person displays greater self-discipline and respects customs, social protocol, and also would have good manners. This person has a firm code of right and wrong, good and bad. Also, the person shows a strong sense of identity, awareness of "self". This person also maintains a positive social reputation in the society.■

LOW Person with low scores considers himself/herself free from social constraints, norms and conventions. This person may not respect customs or even question them. By nature, this person is open minded and open by attitude and follows his/her own urges. He/she doesn't persist with boring tasks. ■

Tough Minded

HIGH The person with high scores is cool, emotionally detached and controlled. This person is capable of making rapid decisions when necessary. This person would be able to adjust quickly under pressure of time. Also this person by nature is alert and analytical with new information. This person is disciplined and intellectual in nature and rejects illusions. This person has a greater resilience and can take rejection or disapproval in a positive manner. ■

LOW Person with low scores is emotionally connected, involved and open. This



person finds it difficult to take firm and independent decisions. This person displays an emotionally connected thinking and is driven more by emotions than practicality. ■

Self-Assured

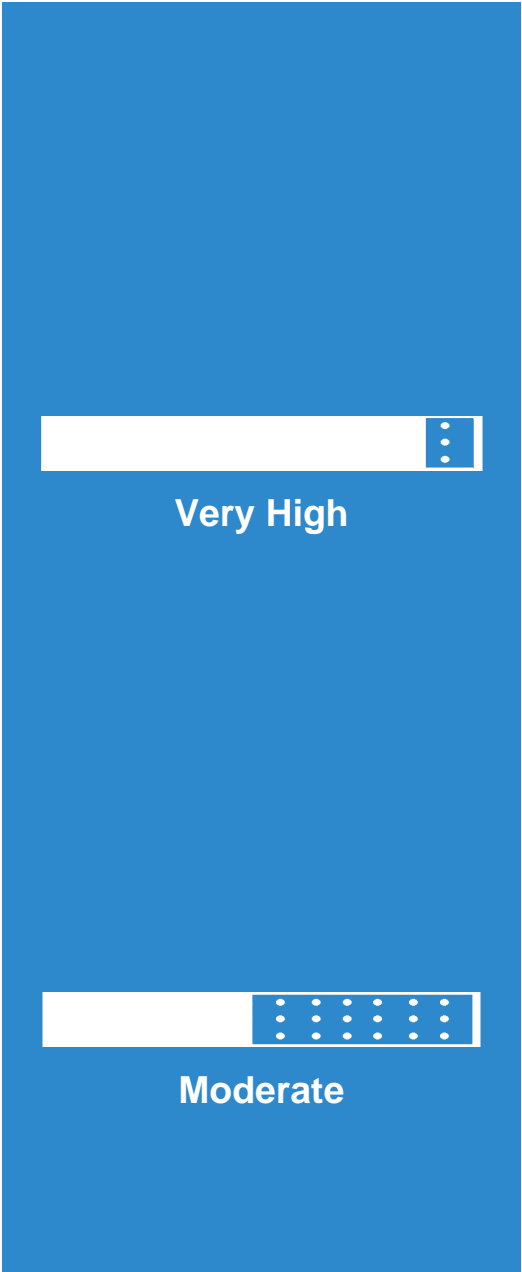
HIGH By nature the person with high scores in self assured behaviour is placid, secured, satisfied,confident and untroubled. This person is independent and can operate autonomously. This person prefers to take his/her own decisions and is capable and confident of facing any particular situation. This person has greater levels of self belief and higher confidence in his/her capabilities. ■

LOW By nature this person is dependent on others. This person is more group oriented and always prefers to work with a group. This person is more of a follower than a leader. This person is likely to display low levels of self-belief and confidence in matters of personal capability. ■

Relaxed

HIGH The person with high scores in relaxed behaviour is cool, calm & relaxed by nature. This person doesn't get frustrated or tensed even in the critical situations. This person is calm and displays thoughtfulness. This person on extreme levels tends to resist actions and changes. This person prefers a non-changing and constant/routine environment. ■

LOW This person gets anxious very soon.This person is restless, mobile and alert.This person displays impatience to complex issues or problems. This person is high paced and a sharp thinker. This person cannot work calmly and needs action and changing environment/work as a stimulant. ■





**RIGHT
SKILLS**

**RIGHT
ATTITUDE**

**RIGHT FOR THE
ROLE**

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