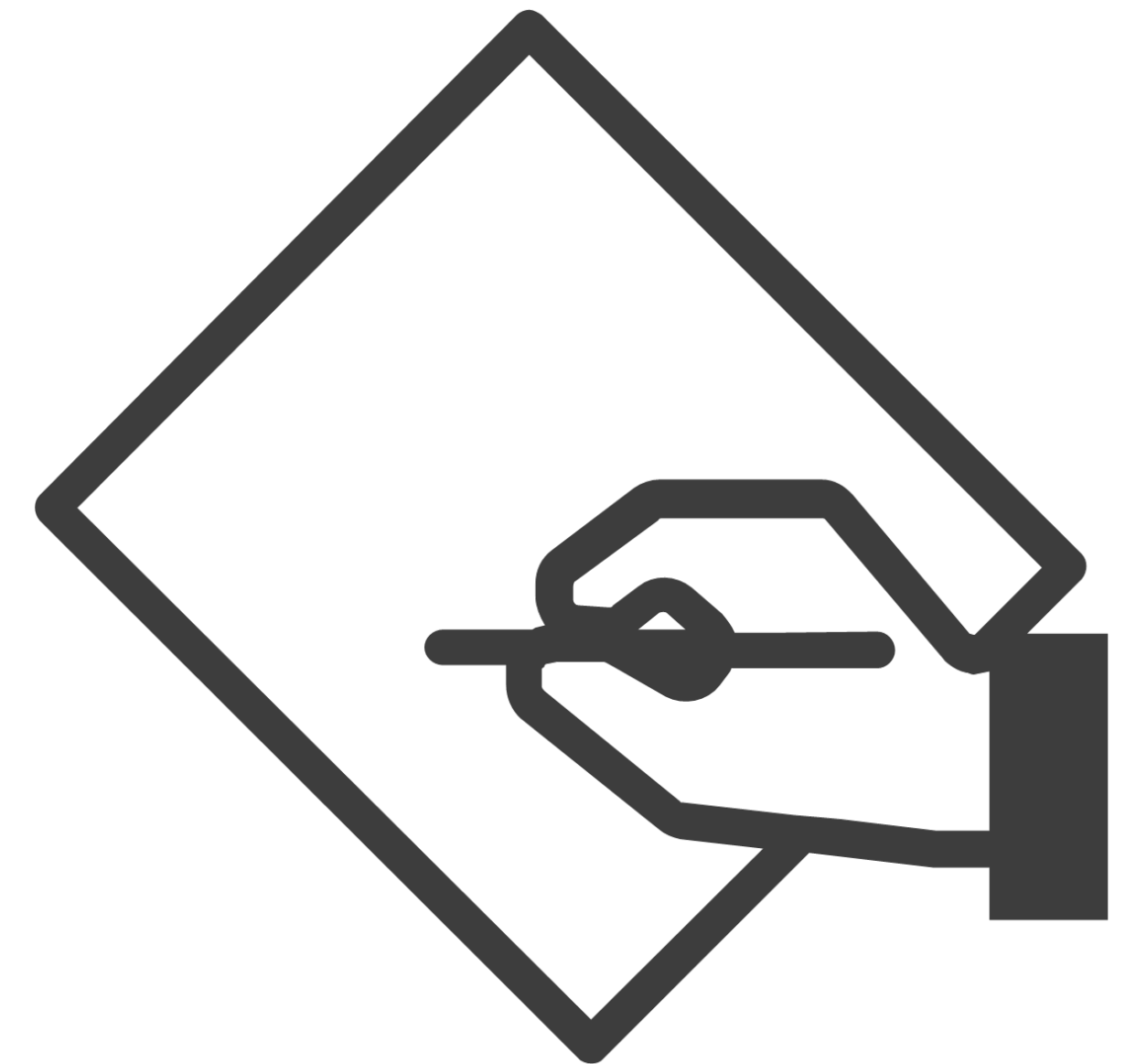




STRENGTHS & DEVELOPMENT OPPORTUNITIES

We all have some of each behavior

You will find your **Strengths & Opportunities**
in the *High* or the *Low* of each behavior.



info@ciprianotraining.com  www.ciprianotraining.com



D = DOMINANCE

Problems & Challenges

HIGH “D” AGGRESSIVE

STRENGTHS

Problem-solver

Urgent

Innovative

Straightforward

Results-oriented

Direct

Task-focused

Competitive

Takes charge

Aggressive

Confident

Risk taker

Time efficient

Decisive



HIGH “D” AGGRESSIVE

LIMITATIONS

When extreme, could be seen as...

Arrogant

Impatient

Critical and blunt

Not acknowledging

Lacking follow-through

Having a short fuse

Argumentative - needing to win/be right



LOW “D” REFLECTIVE

STRENGTHS

Mild

Humble

Calm

Undemanding

Accommodating

Unassuming

Not argumentative
or competitive

Collaborative

Patient

Modest

Inquisitive

Great listener



LOW “D” REFLECTIVE

LIMITATIONS

When extreme, could be seen as...

Meek and unassertive

Rarely arguing for their point of view

Backing down when challenged

Needing a lot of time to think things through

Too accommodating

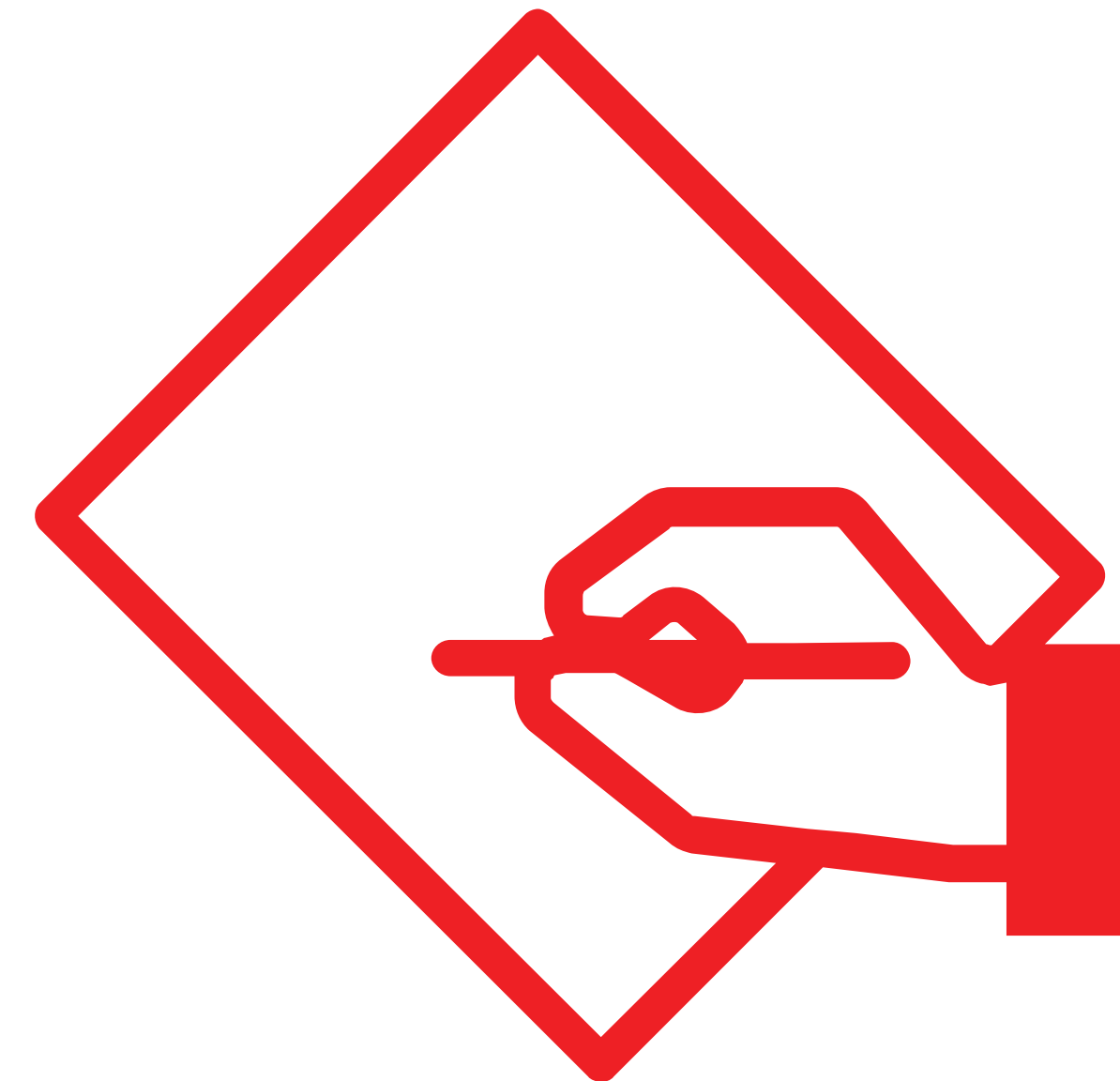
Slow to action



“D” STRENGTHS AND DEVELOPMENT

List your most valuable **strengths**

List any development **opportunities**



A Canon camera is mounted on a tripod. The camera's LCD screen is visible, showing a person's face with a white rectangular frame around it, indicating a focus or tracking feature. The camera has various buttons and dials, including 'MENU', 'INFO.', 'RATE', and 'START/STOP'. The background is a blurred indoor setting with people.

! = INFLUENCE

People & Contacts

HIGH “I” OPTIMISTIC

STRENGTHS

Charming

Outgoing

Poised

Spontaneous

Enthusiastic

Sense of humor

Optimistic

Persuasive

Trusting

Convincing

Connective

Motivational

Popular

Inspiring



HIGH “I” OPTIMISTIC

LIMITATIONS

When extreme, could be seen as...

Impulsive

Emotional

Talking too much

Situational listener

Unrealistic

Self-promoting

High need to be to be liked



LOW “I” REALISTIC

STRENGTHS

Practical

Factual

Logical

Well thought-out

Objective

Prefers facts

Not influenced by need
for acceptance

Not impulsive

Skeptical approach

Evaluates people and
situations well



LOW “I” REALISTIC

LIMITATIONS–

When extreme, could be seen as...

Critical

Rarely showing
enthusiasm

Blunt

Hard to get to know

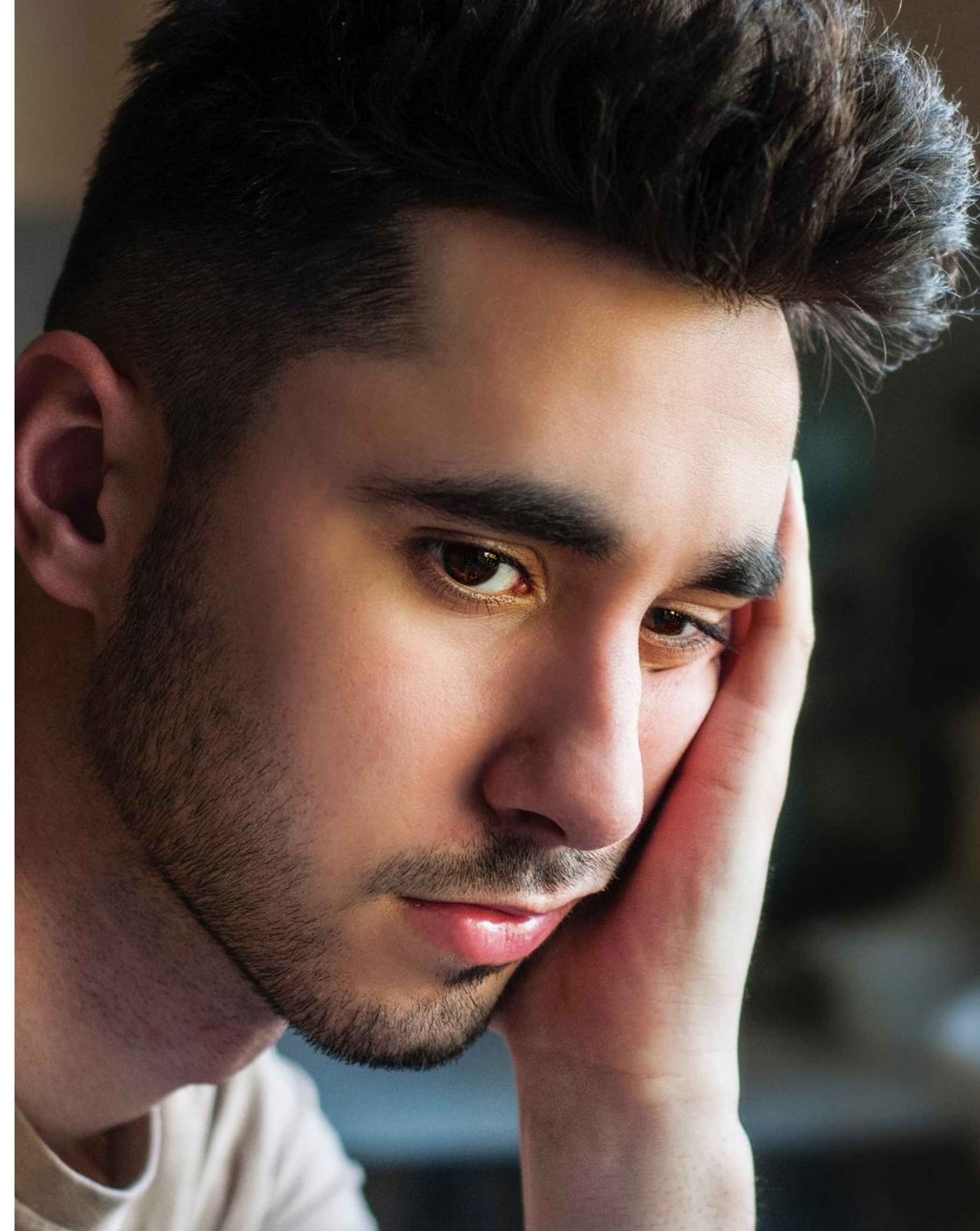
Pessimistic

Negative

Untrusting

Tending to be overly
serious

Judgmental

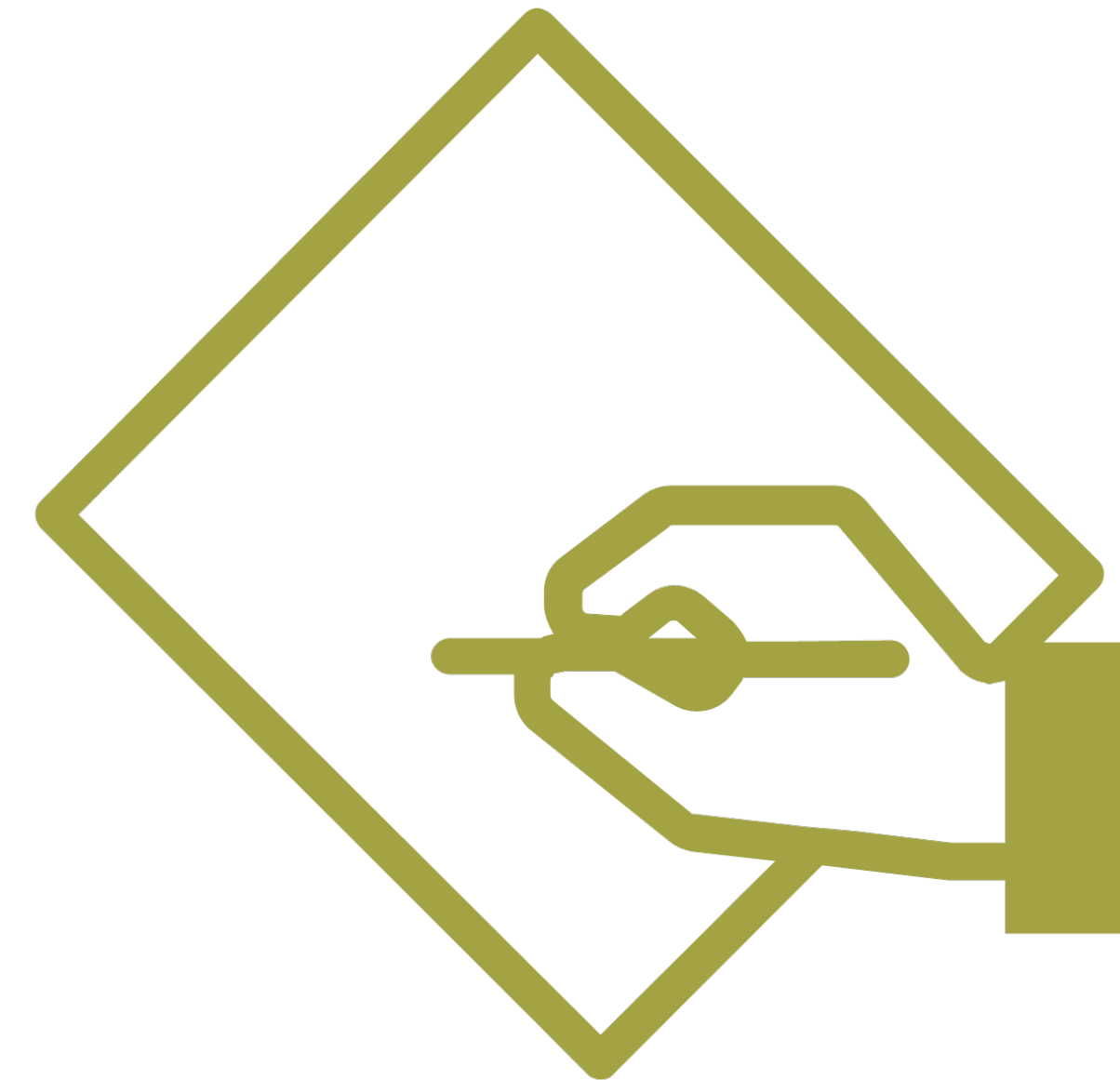


“I” STRENGTHS & DEVELOPMENT

ON THE STRENGTHS & DEVELOPMENT WORKSHEET

List your most valuable **strengths**

List any development **opportunities**



A woman with dark hair, wearing a patterned sweater and a black earring, is smiling and resting her chin on her hand. She is holding a white coffee cup. The background is blurred. A green horizontal bar is overlaid on the image, containing the text 'S = STEADINESS'.

S = STEADINESS

Pace & Consistency

HIGH “S” PREDICTABLE

STRENGTHS

Sincere

Empathetic

Great listener

Relaxed

Loyal

Calming

Dependable

Humble

Steady

Modest

Predictable

Systematic

Patient

Methodical



HIGH “S” PREDICTABLE

LIMITATIONS

When extreme, could be seen as...

Avoiding conflict

Resistant to change

Non-demonstrative

Holding grudges

Getting overwhelmed

Hesitant, not urgent

Can't say NO



LOW “S” DRIVING

STRENGTHS

Multi-tasker

Energetic

Versatile

Active

Eager

High urgency

Change agent

Always in action

Adaptable

Intense

Flexible

Never bored



LOW “S” DRIVING

LIMITATIONS

When extreme, could be seen as...

Having a short attention span

Lacking focus and follow-through

Getting bored easily

Inconsistent

Impatient, intense

Impulsive, not well thought-out

Making everything a priority

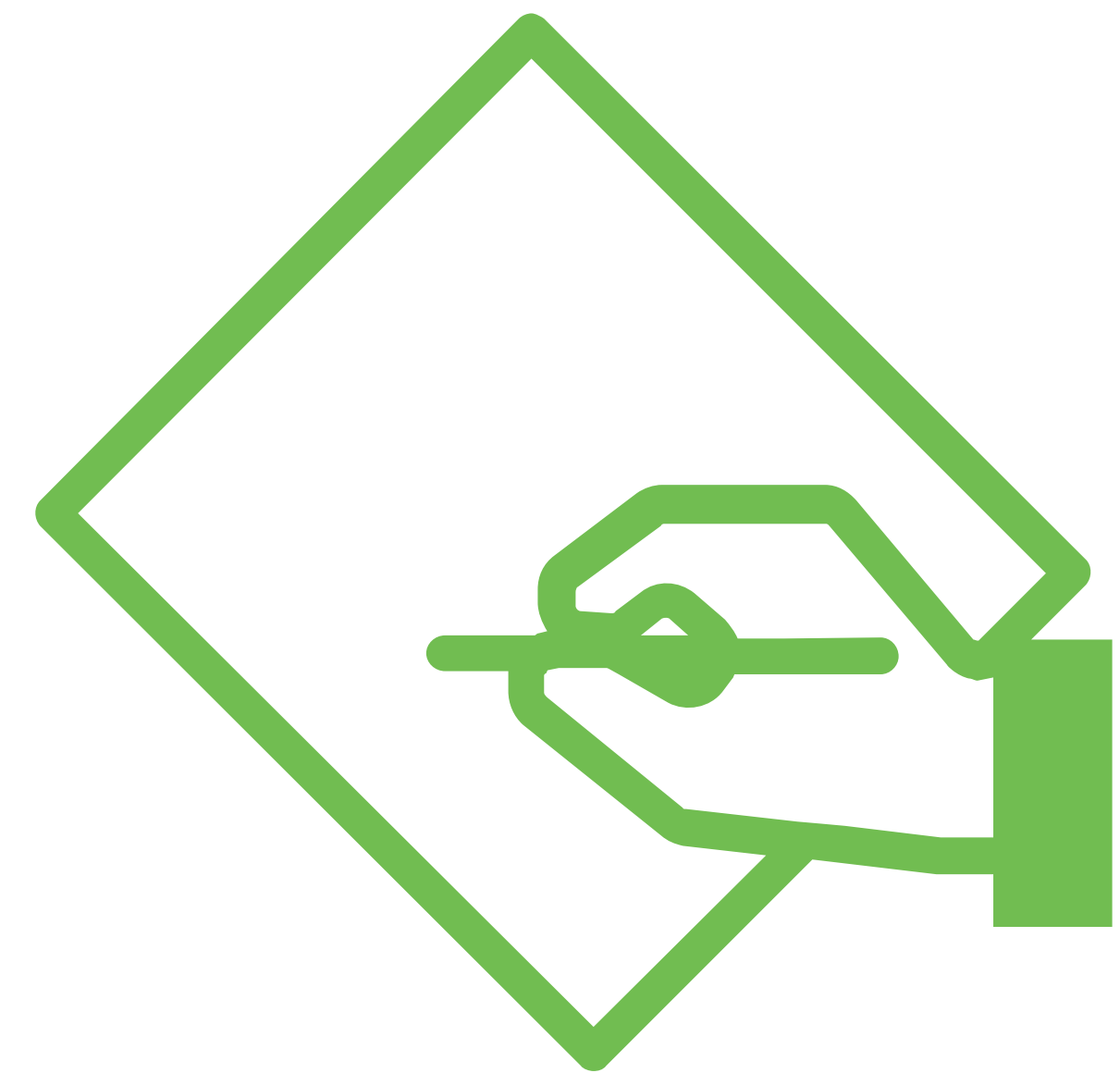


“S” STRENGTHS & DEVELOPMENT

ON THE STRENGTHS & DEVELOPMENT WORKSHEET

List your most valuable **strengths**

List any development **opportunities**



A man with dark hair, a beard, and glasses is looking down at a document he is holding. He is wearing a maroon sweater. The background is a blurred library or office setting with bookshelves. A blue horizontal bar is overlaid on the image, containing the text 'C = COMPLIANCE'.

C = COMPLIANCE

Procedures & Constraints

HIGH “C” COMPLIANT

STRENGTHS

Accurate

Logical

Conscientious

Detail-oriented

Analytical

Prepared

Fact-finder

Perfectionist

Cautious

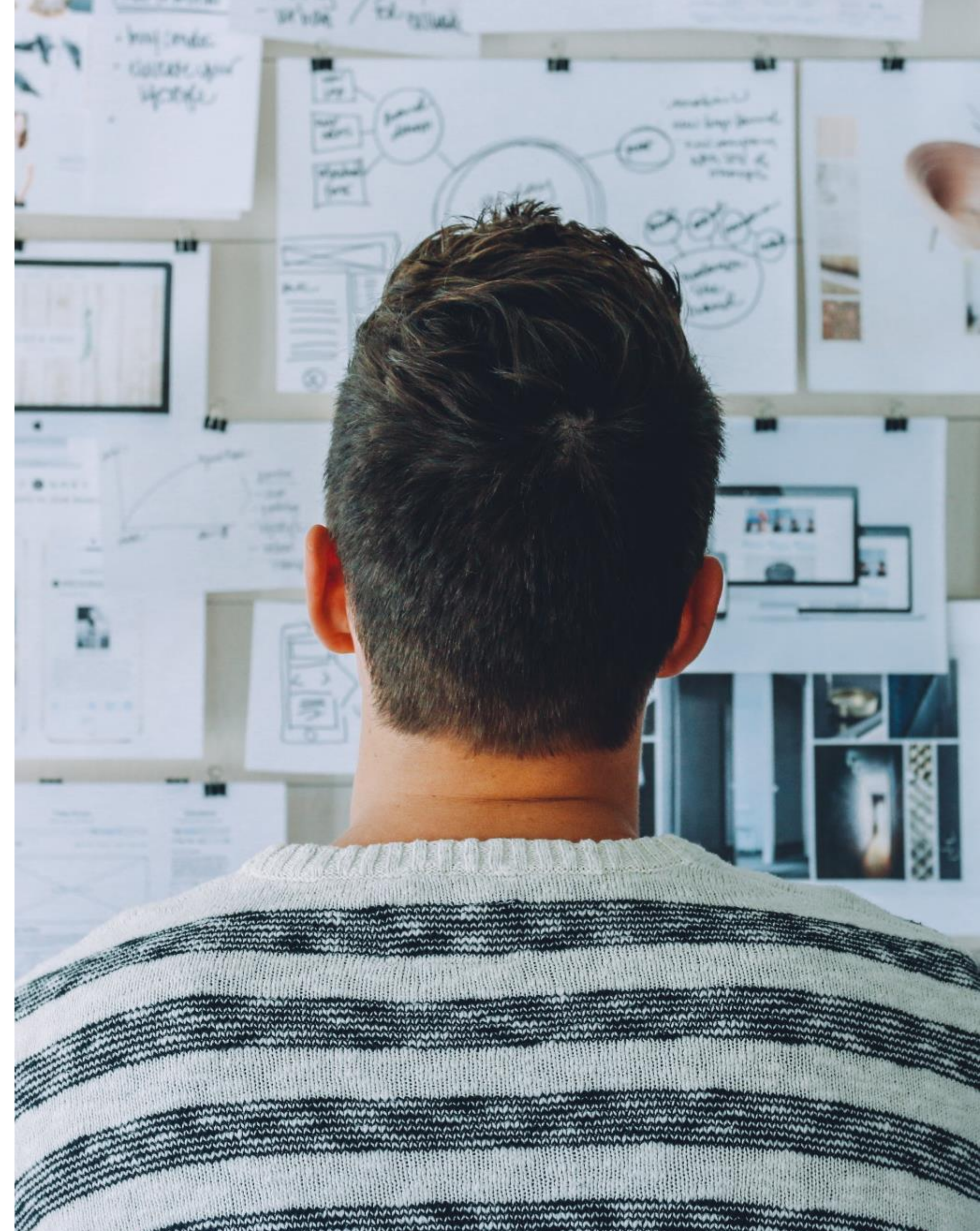
Precise

Careful

High standards

Objective

Meticulous



HIGH “C” COMPLIANT

LIMITATIONS

When extreme, could be seen as...

Skeptical, critical

Afraid to make mistakes

Defensive if criticized

Bound by procedures

Fearful, not a risk-taker

Having analysis paralysis

Reluctant to verbalize feelings

A micro-manager



LOW “C” PIONEERING

STRENGTHS

Independent

Bends the rules

Confident

Out of the box thinker

Risk-taker

Bold

Lives in the gray areas

Uninhibited

Autonomous

Quick on their feet

Self-reliant

Okay with mistakes

Original

Resourceful



LOW “C” PIONEERING

LIMITATIONS

When extreme, could be seen as...

Lacking consistency

Not adhering to rules

Having little attention to detail

Having little concern for consequence

Radical, sometimes reckless

Having a short-term focus

Resentful of close supervision

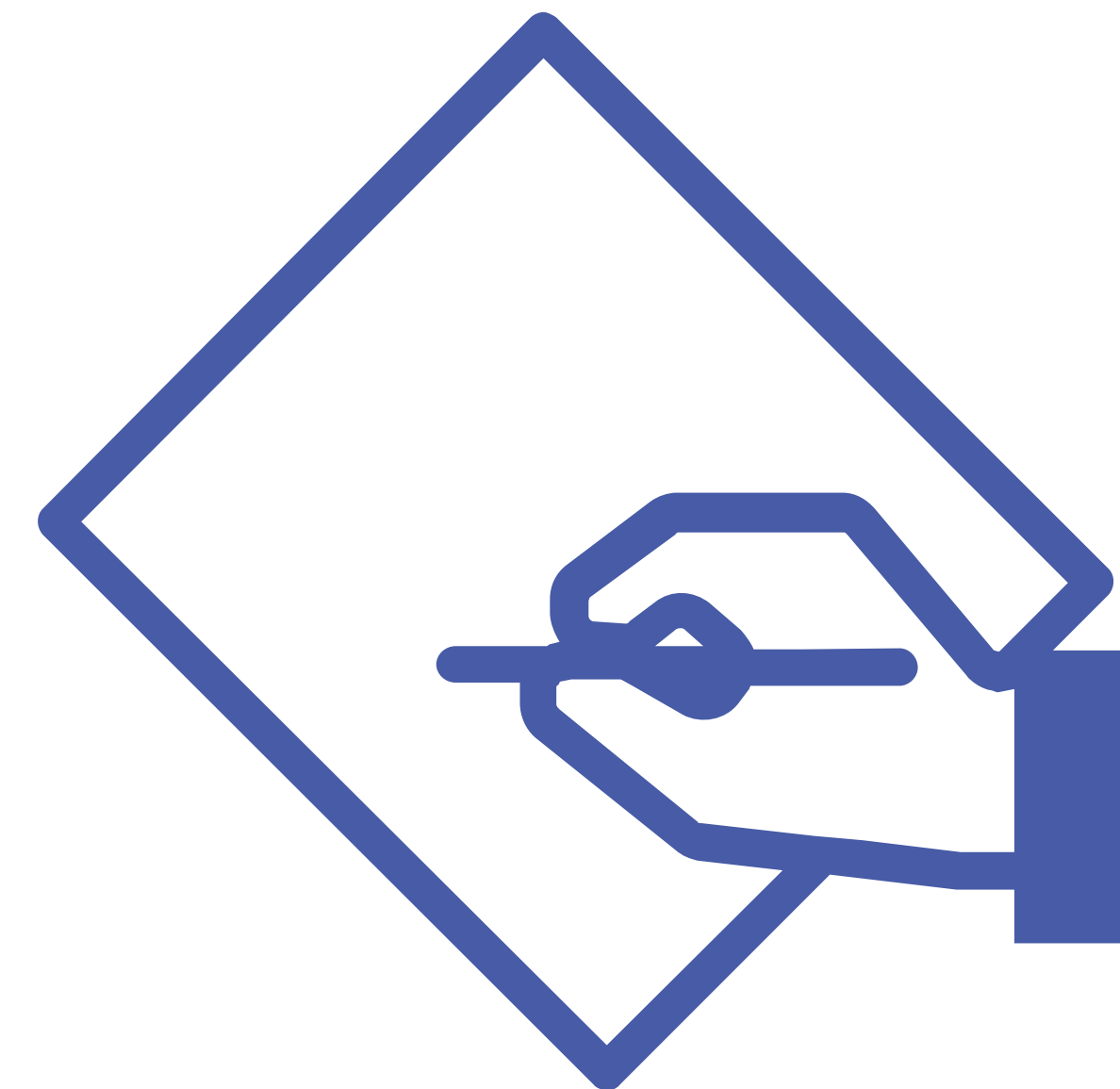


“C” STRENGTHS & DEVELOPMENT

ON THE STRENGTHS & DEVELOPMENT WORKSHEET

List your most valuable **strengths**

List any development **opportunities**



Let's Connect



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