

## Behavioral Tendencies Definitions & Video

<https://vimeo.com/267293436/5d924443b4>

<b>Efficiency</b> <i>How this individual best accomplishes work</i>	<i>Interactive (I)</i>	<i>Independent (D)</i>
<b>Determination</b> <i>How this individual is committed to moving things forward</i>	<i>Others-driven (S)</i>	<i>Self-driven (D)</i>
<b>Providing &amp; Following Directions</b> <i>How this individual gives and follows directions</i>	<i>Reserved &amp; Detailed (C)</i>	<i>Directive &amp; Concise (D)</i>
<b>Interaction</b> <i>How this individual focuses when interacting</i>	<i>Results-Focused (D)</i>	<i>Relationships-Focused (I)</i>
<b>Customer Orientation</b> <i>How this individual engages with customers, internal and external</i>	<i>Supporting (S)</i>	<i>Engaging (I)</i>
<b>Confidence</b> <i>How this individual is confident; how they feel most comfortable</i>	<i>Structure (C)</i>	<i>Social (I)</i>
<b>Change-oriented</b> <i>How this individual responds to change</i>	<i>Driving (D)</i>	<i>Understanding (S)</i>
<b>Vigilance</b> <i>How this individual approaches decisions and actions</i>	<i>Impulsive (I)</i>	<i>Cautious (S)</i>
<b>Process &amp; Follow-Through</b> <i>How this individual processes and follows-through</i>	<i>Accuracy (C)</i>	<i>Consistency (S)</i>
<b>Planning</b> <i>How this individual focuses when planning</i>	<i>Predictability (S)</i>	<i>Precision (C)</i>
<b>Reasoning</b> <i>How this individual thinks through and solves problems</i>	<i>Intuition-based (I)</i>	<i>Evidence-based (C)</i>
<b>Prioritizing</b> <i>How this individual prioritizes and focuses on work completion</i>	<i>Results (D)</i>	<i>Rules (C)</i>

<b>Behavioral Tendencies</b>	<b>12 Integrated Behaviors</b>	<b>Style influenced by</b>
<b>Efficiency</b> <i>How this individual best accomplishes work</i>	The Directness Behavior	<i>D Influenced by I</i>
<b>Determination</b> <i>How this individual is committed to moving things forward</i>	The Self-Determination Behavior	<i>D Influenced by S</i>
<b>Providing &amp; Following Directions</b> <i>How this individual gives and follows directions</i>	The Individualistic Behavior	<i>D Influenced by C</i>
<b>Interaction</b> <i>How this individual focuses when interacting</i>	The Sociable Behavior	<i>I Influenced by D</i>
<b>Customer Orientation</b> <i>How this individual engages with customers, internal and external</i>	The Vitality Behavior	<i>I Influenced by S</i>
<b>Confidence</b> <i>How this individual is confident; how they feel most comfortable</i>	The Self-Assured Behavior	<i>I Influenced by C</i>
<b>Change-oriented</b> <i>How this individual responds to change</i>	The Accommodation Behavior	<i>S Influenced by D</i>
<b>Vigilance</b> <i>How this individual approaches decisions and actions</i>	The Reflective score	<i>S Influenced by I</i>
<b>Process &amp; Follow-Through</b> <i>How this individual processes and follows-through</i>	The Persistence Behavior	<i>S Influenced by C</i>
<b>Planning</b> <i>How this individual focuses when planning</i>	The Perceptive Score	<i>C Influenced by S</i>
<b>Reasoning</b> <i>How this individual thinks through and solves problems</i>	The Correctness Behavior	<i>C Influenced by I</i>
<b>Prioritizing</b> <i>How this individual prioritizes and focuses on work completion</i>	The Collaboration Behavior	<i>C Influenced by D</i>

