



John is a businessman, a speaker, an author, and a leadership coach.

Discover something new about yourself

- 1 Complete this in less than 2 minutes for best results.

- 2 Check each word that is a STRONG descriptor of your behavioral style. Choose carefully. Make sure the words you check truly represent your defining behavioral characteristics. Avoid checking words which might define what you might “like” your behavioral characteristics to be. When selecting the words, focus your attention on work rather than family.

- 3 Add the number of checked words from each column.

- 4 Insert totals at the bottom of each column.



- Demanding
- Driving
- Forceful
- Determined
- Aggressive
- Decisive
- Combative
- Innovative
- Problem-Solver



- Inspiring
- Persuasive
- Enthusiastic
- Warm
- Trusting
- Sociable
- Optimistic
- Poised
- Polished



- Relaxed
- Resist Change
- Passive
- Patient
- Team First
- Predictable
- Deliberate
- Stable
- Steady



- Worrisome
- Like Facts
- Data Driven
- Cautious
- Exacting
- Neat
- Systematic
- Accurate
- Conventional

- 5 For a concise analysis of your results select the **Jigsaw Challenge** menu option on the DVD.

- 6 For a comprehensive 30+ page *Manage For Success Profile*, please contact John Hersey International at john@johnhersey.com