



Behavior and Money Insights

# Customizable Comparison Report for: Ronnie Smith and Jason Smith

A comparison of your strengths and insights to work better together.

Based on completions of the DNA Natural Behavior Discovery Process:  
Ronnie Smith and Jason Smith

Based on your completion of the DNA Natural Behavior Discovery Process

Powered by DNA Behavior

## Introduction

We have prepared this Comparison Report based on each of your unique strengths and struggles and your DNA Natural Behavior Styles being "Adapter" for Ronnie and "Adapter" for Jason.

The goal is to provide specific insights into how you will each operate. For your team or teammate(s), this information will provide more guidance on how to manage your expectations and how to best interact with you.

We have provided a graph on the next page which shows your different behavioral profile factor scores which are the foundation of all behavior and money insights in this report.

## Interpretation of this Report

In reviewing the report, please note the following points:

- This assessment measures normal “hard-wired” behavioral traits. It does not measure emotional issues or mental health. It does not measure learned behaviors.
- The results should be used as a basis for understanding uniqueness and differences, but it should not be used to put people in a “box.”
- There are no good or bad styles or scores—just different.
- Decisions should never be made based solely on assessments.



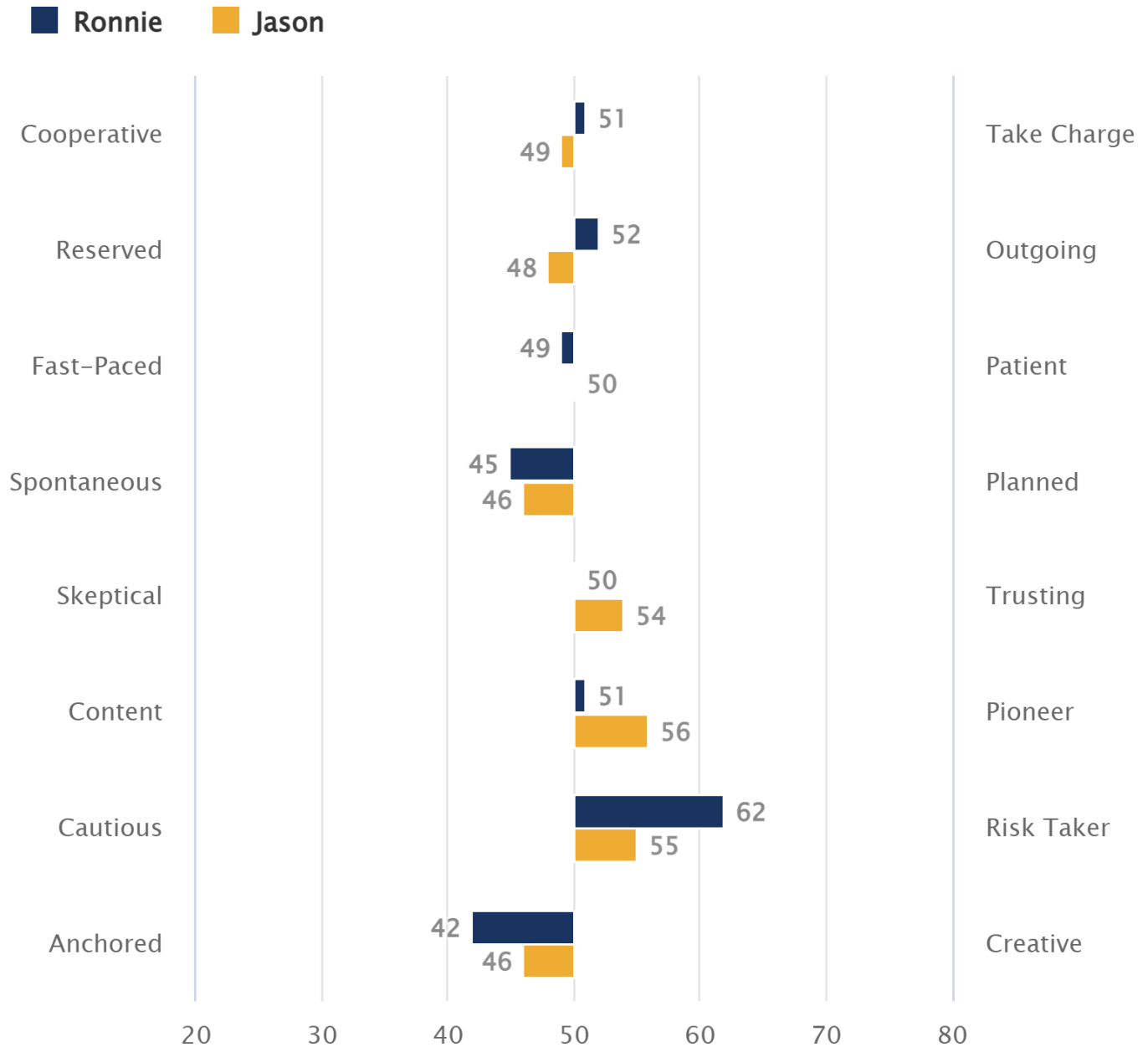
Learn more about reports  
from the DNA Knowledge Base.

Ronnie, based on your factor scores, your two strongest behavioral traits are:

- Risk-Taker** Venturesome, takes chances, optimistic
- Anchored** Prefers proven methods, solution driven, focused on execution

Jason, based on your factor scores, your two strongest behavioral traits are:

- Pioneer** Sets direction, ambitious, committed to goals
- Risk-Taker** Venturesome, takes chances, optimistic

**T-Scores** (20-80, Mid-range scores are 45-55)

Ronnie, based on combinations of the behavioral factors in your graph shown on page 3 of this report, your natural talents in the workplace are set out in the table below.

Ronnie Smith	L/M/H	Population %
Desire to Make Decisions	MEDIUM	66 %
Patiently Builds Long Term Relationships	MEDIUM	50 %
Focus on Bottom Line Results	MEDIUM	42 %
Sets Goals for Ambitious Plans	MEDIUM	62 %
Pursues Goals to Stay Focused on the Plan	LOW	27 %
Prepared to Focus on and Support Innovation	MEDIUM	58 %
Need for Information, Research and Analysis	MEDIUM	46 %
Ease to Communicate Directly and Candidly	MEDIUM	54 %
Confronts Directly and Candidly	MEDIUM	62 %
Ability to Empathetically Listen	MEDIUM	38 %
Quickly Makes Decisions With Confidence	HIGH	73 %
Independently Makes Decisions	MEDIUM	31 %

Jason, based on combinations of the behavioral factors in your graph shown on page 3 of this report, your natural talents in the workplace are set out in the table below.

Jason Smith	L/M/H	Population %
Desire to Make Decisions	LOW	27 %
Patiently Builds Long Term Relationships	MEDIUM	50 %
Focus on Bottom Line Results	MEDIUM	38 %
Sets Goals for Ambitious Plans	HIGH	73 %
Pursues Goals to Stay Focused on the Plan	MEDIUM	62 %
Prepared to Focus on and Support Innovation	MEDIUM	54 %
Need for Information, Research and Analysis	MEDIUM	34 %
Ease to Communicate Directly and Candidly	MEDIUM	46 %
Confronts Directly and Candidly	MEDIUM	38 %
Ability to Empathetically Listen	MEDIUM	46 %
Quickly Makes Decisions With Confidence	MEDIUM	62 %
Independently Makes Decisions	MEDIUM	46 %

## Your Compatibility for Interacting and Managing Differences

A strong long-term relationship with others can be built with commitment and mutual understanding. Successful relationships can be developed from any combination of behavioral style.

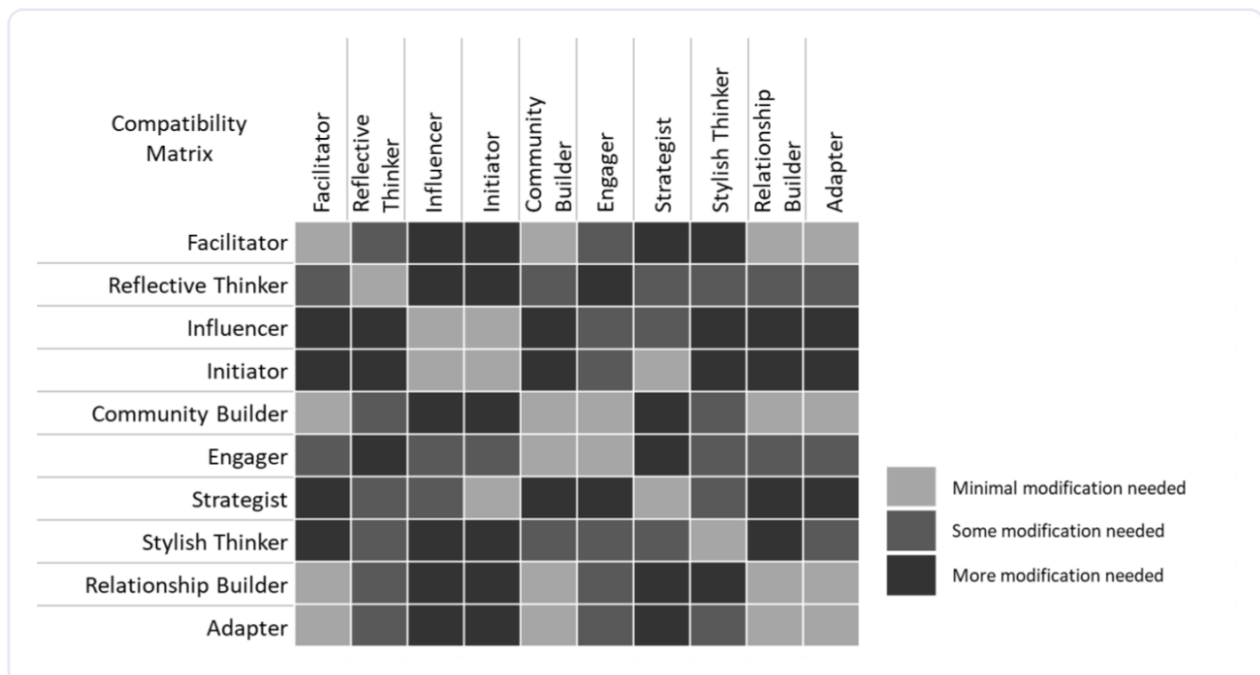
The graph below shows styles you will most easily work with in a team because you are generally closer in style and hence minimal behavioral modification is required. Also, it shows those unique styles you will have to more closely review and adapt to because there are greater differences and hence more behavioral modification is required.

Adapting your behavior to work with another person requires concentrating more on your level of self-awareness when you are with that people. However, when a person in the team is different from you there are also many benefits because of their different perspectives. While recognizing that natural behavior is important, also sharing common values, beliefs and attitudes is important for building a successful working relationship.

### Style Match

We have analyzed your behavioral traits and found you have a 89% style match. This indicates how similar your unique style blends are and should give you an idea of how much behavioral flex will be necessary to work together successfully.

## Style Match 89%



The DNA Ultimate Performance Guide below has been prepared based on your two strongest behavioral traits. This information is very powerful for identifying the environment you wish to make decisions in, and for self coaching. Also, by sharing this information with others you will learn how to honor them by more effectively adapting to their needs.

The Strengths are your primary talents which is used appropriately will help you in performing to your greatest potential, with the least stress. The Struggles are behavioral traits which can arise from over using your Strengths. We encourage you to use your strengths and manage your struggles such that they do not become weaknesses and get in the way of your maximum performance. Further, your coach, mentor, advisor, spouse, partner, family and others in your life should be aware of these Strengths and Struggles when relating to you.

### Your Strengths

Knowing your strengths, you can increase your performance potential.

- Ventures into new areas
- Faces danger comfortably
- Demonstrates courage
- Follows established procedures
- Operates using evidence

### Your Struggles

Knowing your struggles, you can reduce your performance impediments.

- May take unnecessary risks
- May not see the dangers
- Can be hesitant to act on new ideas

### Your Communication Keys

The Communication Keys indicate the required setting for your maximum performance:

- Present me with opportunities
- Present me with the risks and return
- Keep the discussion positive
- Show me the logical steps
- Tell me past experiences

The Communication Keys indicate how you wish to be related to by others. If others relate to you on these terms then an enhanced relationship can be developed and maintained with you. You also need to be prepared to honor how others wish to be related to understanding their communication.

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The Strengths are your primary talents which is used appropriately will help you in performing to your greatest potential, with the least stress. The Struggles are behavioral traits which can arise from over using your Strengths. We encourage you to use your strengths and manage your struggles such that they do not become weaknesses and get in the way of your maximum performance. Further, your coach, mentor, advisor, spouse, partner, family and others in your life should be aware of these Strengths and Struggles when relating to you.

### Your Strengths

Knowing your strengths, you can increase your performance potential.

- Takes initiative
- Goal driven
- Accepts challenges
- Ventures into new areas
- Faces danger comfortably

### Your Struggles

Knowing your struggles, you can reduce your performance impediments.

- May sacrifice a balanced life
- Can be overly vigorous
- May take unnecessary risks

### Your Communication Keys

The Communication Keys indicate the required setting for your maximum performance:

- Provide me with the big picture
- Present me with action plans
- Keep me informed of progress
- Present me with opportunities
- Present me with the risks and return

The Communication Keys indicate how you wish to be related to by others. If others relate to you on these terms then an enhanced relationship can be developed and maintained with you. You also need to be prepared to honor how others wish to be related to understanding their communication.