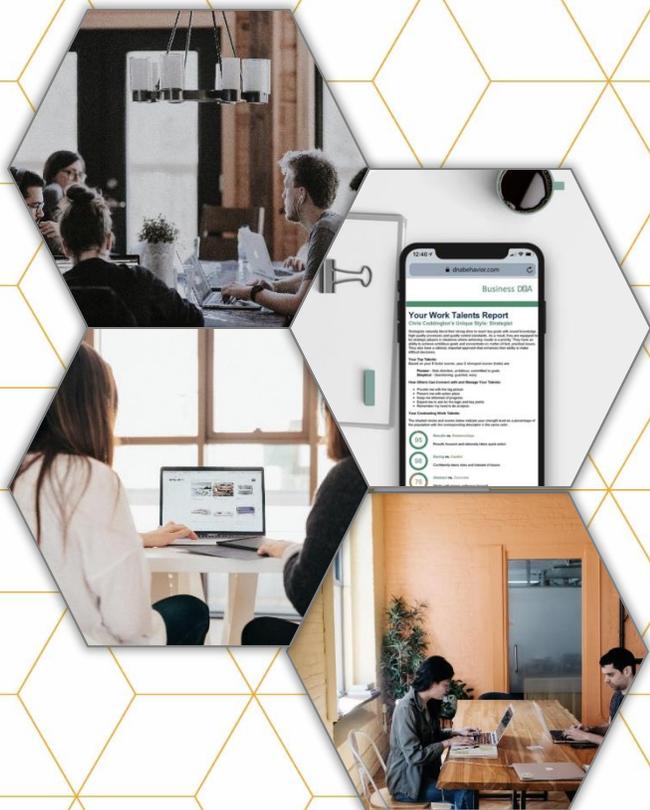


# How to Be a Leader in a Fast-Paced Environment



## Managing Fast-Paced Team Members

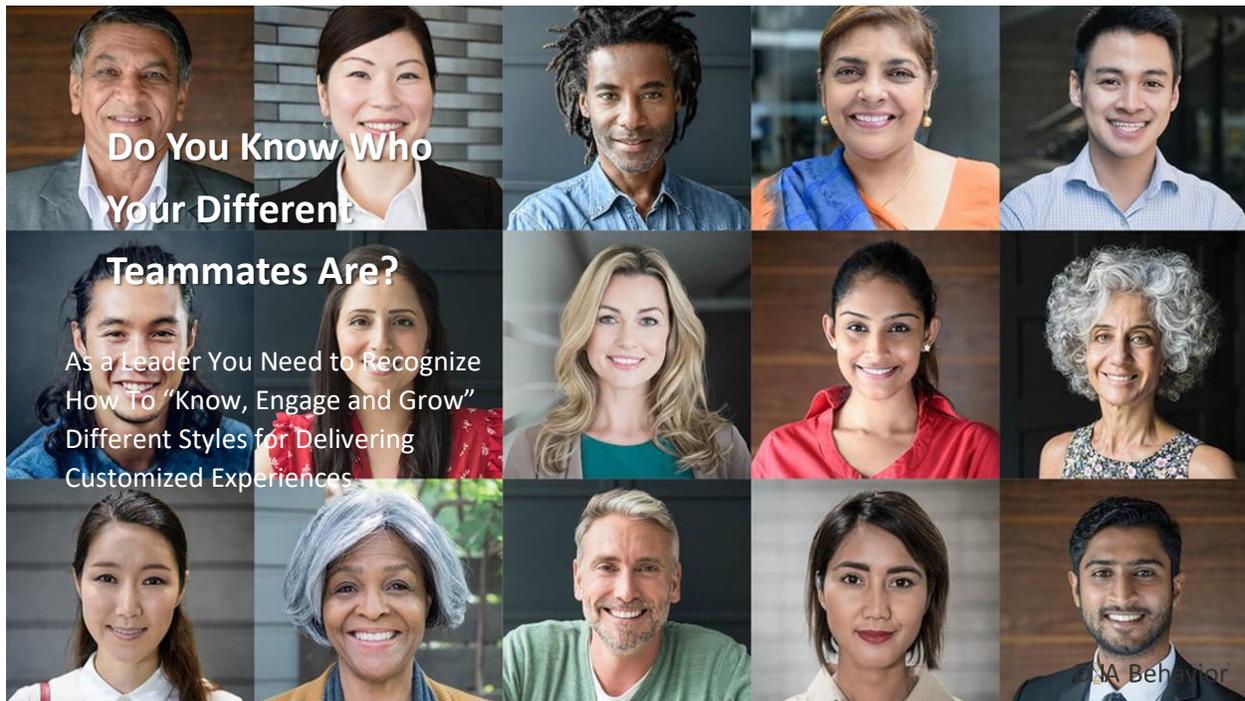
Fast-Paced individuals tend to be agile, able to handle many priorities, alert and embrace challenges. Their impatience is often heightened when the results they chase are blocked with procrastination or blockages they are unable to shift. On a personal level, they are impartial and can appear emotionally distant.

Leaders must be on top of their game to manage a team like this. Obviously, setting a clear direction and vision is a key starting point. But more importantly, understanding the individual unique behaviors and differences is where the real gold lies. Not everyone on the team will be fast-paced. Understanding the impact each person has on the other team members is what will deliver success. Without in-depth insight, chaos and confusion take hold.

Importantly, a fast-paced team that is all about delivering results wants to understand what success looks like and its role in delivering it. They are impatient when progress fails to keep on track.

Therefore, as a leader your ability to make fast decisions to move aside blockages is crucial to the fast-paced team.

The answer to managing a fast-paced, or any paced team is unity. People are different. Each has their own individual and unique behaviors.



Fast-paced teams should frequently communicate to ensure everyone is on the same page. Transformative conversations and exchanges can only happen when each party knows their unique behavior and personality.

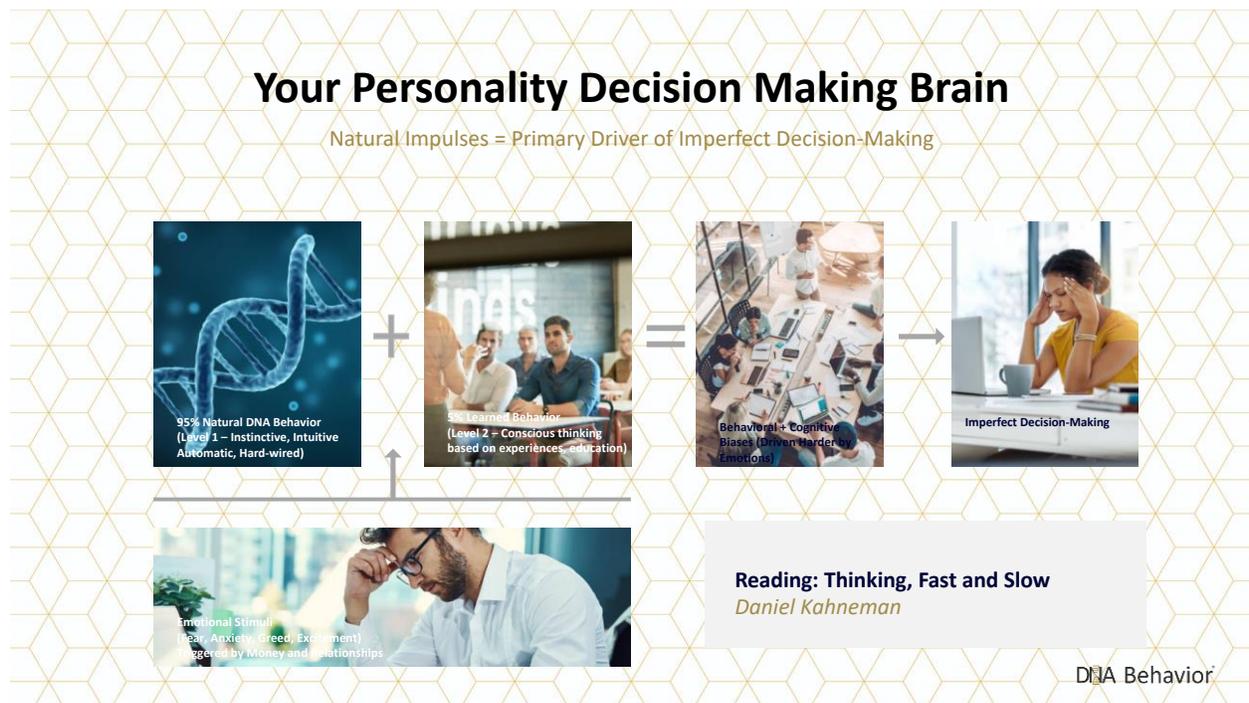
Leaders should be alert to questioning and challenges when fast-paced team members think actions don't make sense. Remember also that a leader with no in-depth understanding of team members could find fast-paced members riding rough shots over less fast-paced individuals. This leads to turmoil, dissent, and confusion. There is no successful outcome to a scenario such as this.

Fast-paced team members may miss social cues from other team members and need to recognize their actions' impact on others. As a leader, it is your role to help team members see the results they can drive because of their style and the potential negative impact on more patient team members, vendors, or customers. In pursuit of delivering results, your fast-paced team could provide a technically correct but less-than-ideal customer experience. This is why balancing traits and skills on your team are critical to overall success.

## Stay Laser-Focused on Behaviors

Projects and priorities can shift frequently. Without a deep grasp of Fast-Paced behavior, leaders can find themselves out of alignment with their people. Consider this, are you, as the team leader, fast-paced? Don't know?

That's your starting point. Get self-awareness and be a much more effective leader. Fast-paced teams need speedy decision-making. They won't always get it right, hence the need for the leader to be laser-focused on what is required to drive the business and the team dynamic.



A simple but effective way to stay across individual behaviors and to get a clear picture of how fast-paced (and other) behavioral styles function is through the use and application of a validated behavioral profiling system such as the DNA Natural Discovery process.

Once you've picked this tool, become a champion and ensure that your team uses it to its most significant advantage.

# DNA Behavior®

## In-Depth Insight at Your Fingertips

You don't need a university degree to understand the discoveries because they can be delivered to your handheld or tabletop device in real time.

In just 10 minutes, you can access your team's behaviors (and they to yours and each other's).

1. Powerful behavioral discovery methodology and reporting of insights:
  - Unparalleled depth and reliability of psychometric validation for 64 core behavioral traits and four communication styles
  - A cutting-edge and holistic set of 4000 behavioral insights addressing risk, spending, and goal drive behaviors
2. Flexible technology powering scalability:
  - Digital solutions for practical delivery and actionable use in real-time across every employee and client
  - Unique online processes for matching employees, clients, goals, and solutions using over 1,000 benchmarks, 1,000 data points, and real-time events
3. Customization of behavioral management solutions:
  - A wide range of apps delivering personalized information and analysis for individuals, leaders, and consultants
  - Capability to build your own behaviorally powered applications to solve business problems in all industries

Since 2001, DNA Behavior International has been the only global firm that deploys an all-in-one Behavior Tech Platform that enables businesses to scientifically measure behavioral insights to “know, engage and grow” employees (including advisors) and clients. DNA Behavior mainly operates three primary brands Financial DNA®, Business DNA®, and Communication DNA® to uncover over 4000 independently validated behavioral insights using two approaches, a demographic data “quick scan” and a fully validated psychometric assessment “MRI scan.”

To learn more about DNA Behavior International and the solutions we offer, please visit: [www.dnabehavior.com](http://www.dnabehavior.com)

If you have any questions or would like to discuss this with an executive on our team, please email us at: [inquiries@dnabehavior.com](mailto:inquiries@dnabehavior.com)

