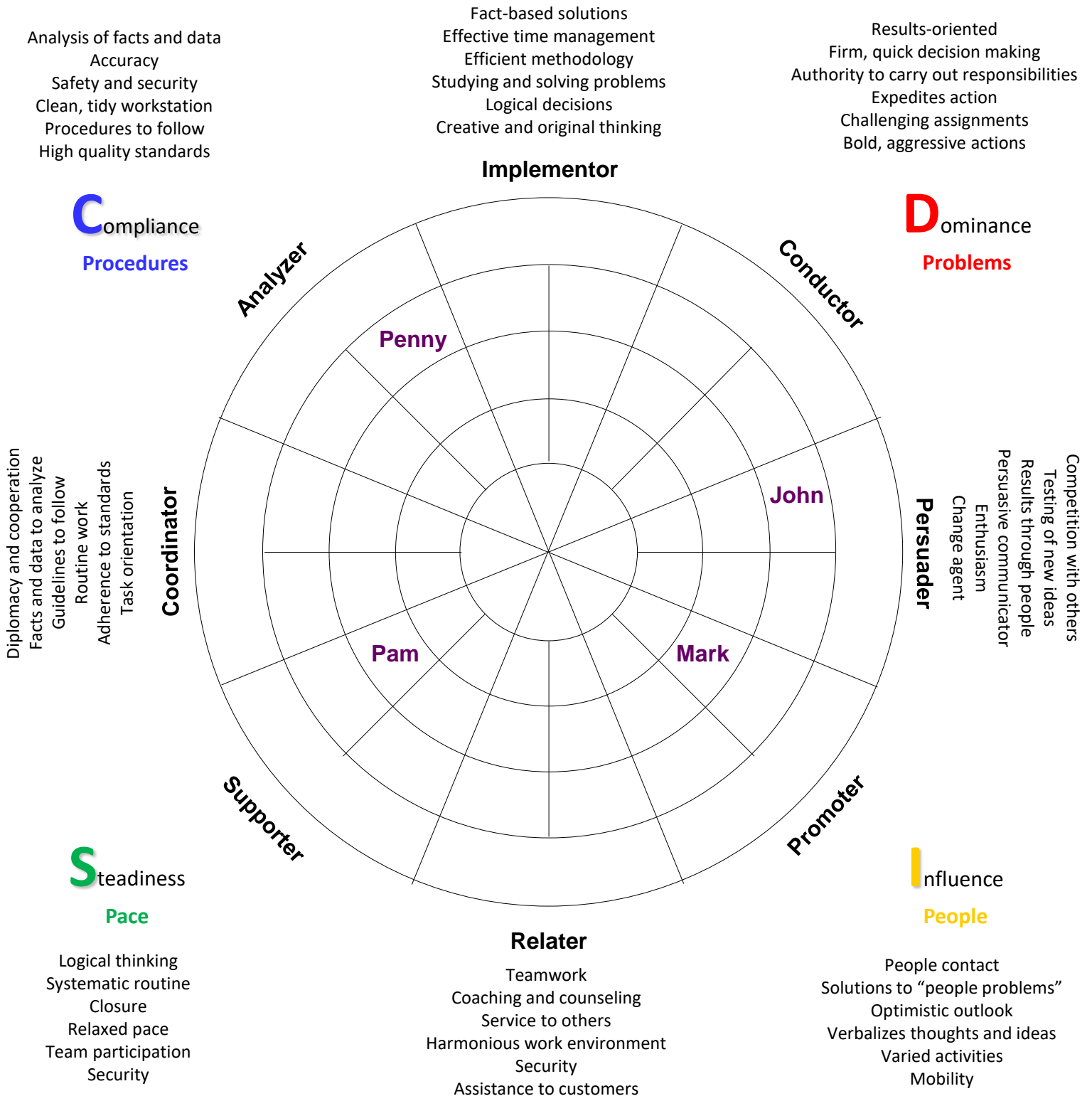


Team Success Insights Wheel

The Smith Group



The Smith Group Motivators						
	1 Strong		3 Situational		5 Indifferent	
	2	4	6			
John	Individualistic	Utilitarian	Social	Traditional	Theoretical	Aesthetic
Pam	Theoretical	Utilitarian	Individualistic	Aesthetic	Traditional	Social
Penny	Theoretical	Social	Individualistic	Utilitarian	Aesthetic	Traditional
Mark	Utilitarian	Individualistic	Theoretical	Aesthetic	Social	Traditional

THEORETICAL: search for or pursuit of knowledge and learning. **Interests:** continuing education, training, lifelong learning, research and analysis.
UTILITARIAN: utilization of time, money, and resources to achieve a measurable return on investment. **Interests:** practicality, efficiency, conservation.
AESTHETIC: appreciation and pursuit of form, harmony, beauty, and balance. **Interests:** personal growth, nature, fine arts, self-help, creativity.
SOCIAL: desire to eliminate pain and conflict. **Interests:** helping others, championing worthy causes, charities, community activities, volunteer work.
INDIVIDUALISTIC: pursuit of power to lead, direct, and control self and others toward success. **Interests:** leadership roles, strategizing, authority.
TRADITIONAL: search for the highest meaning of life. **Interests:** religion, principled-living, converting others to a system for living, upholding traditions.

