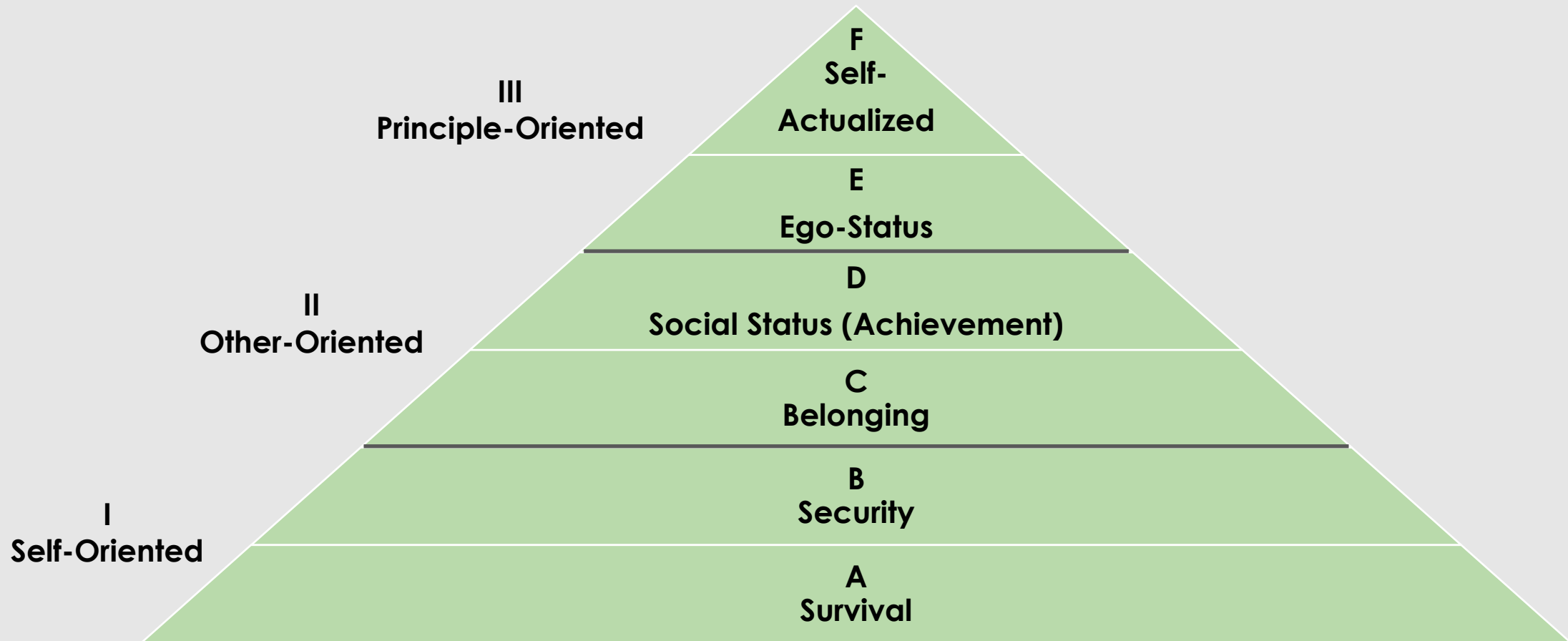
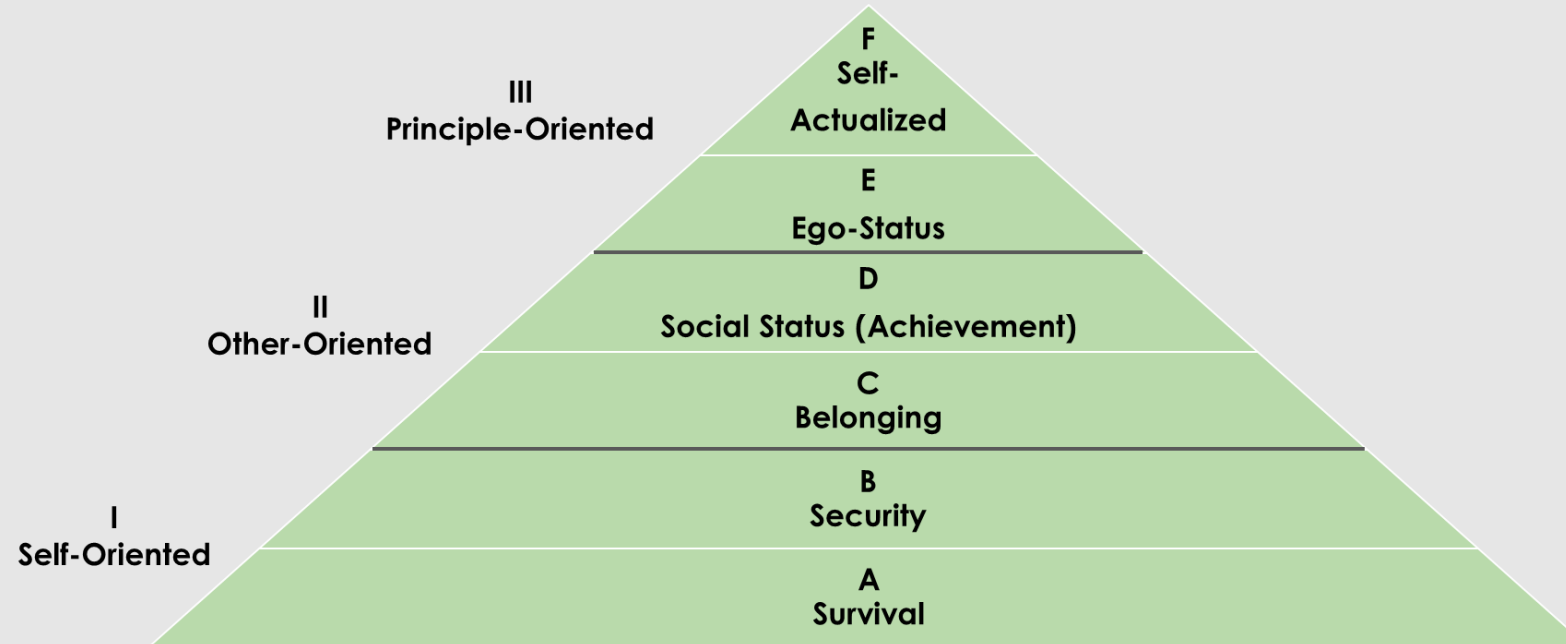


Human Behavior: A Needs Model



Human Behavior: A Needs Model

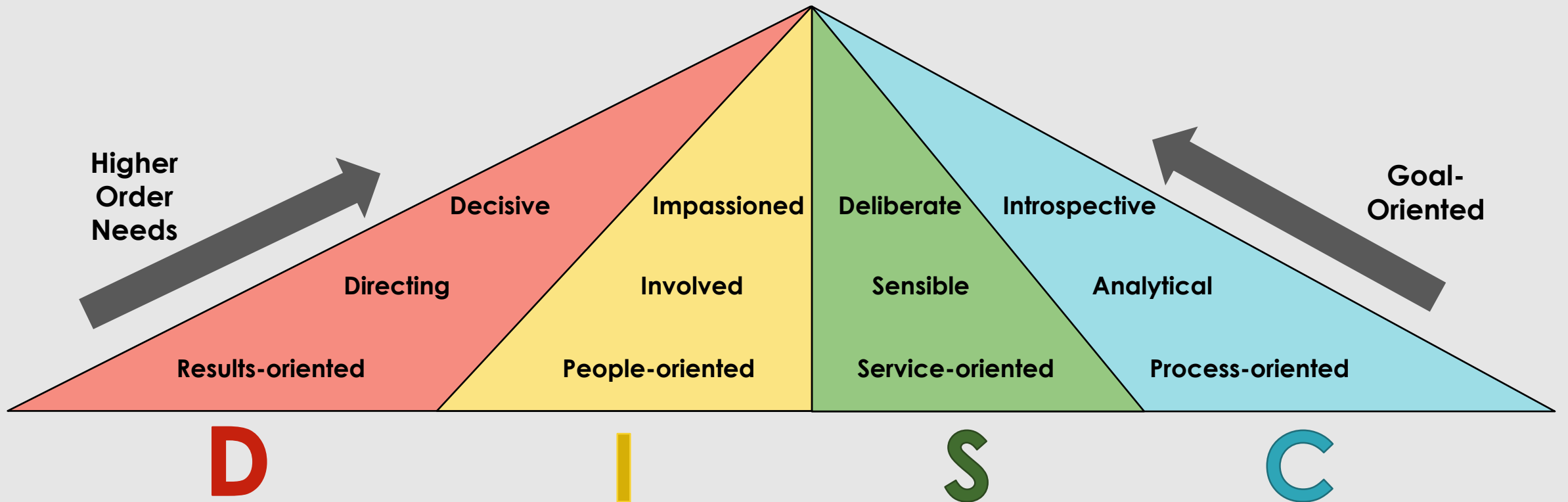


I Need... I Must Have

- A. Air, water, food, shelter, rest, pleasure
- B. To know that one's survival or well-being is not in jeopardy (physically, psychologically, emotionally, and/or financially)
- C. To be accepted by others; to be part of one's social or work environment
- D. To be recognized as significant; to have a high sense of self-worth
- E. To sense one's self and contributions in life as significant, according to one's own judgment; to have a high level of self-esteem
- F. To grow and expand one's personal horizons; to become all that one can be

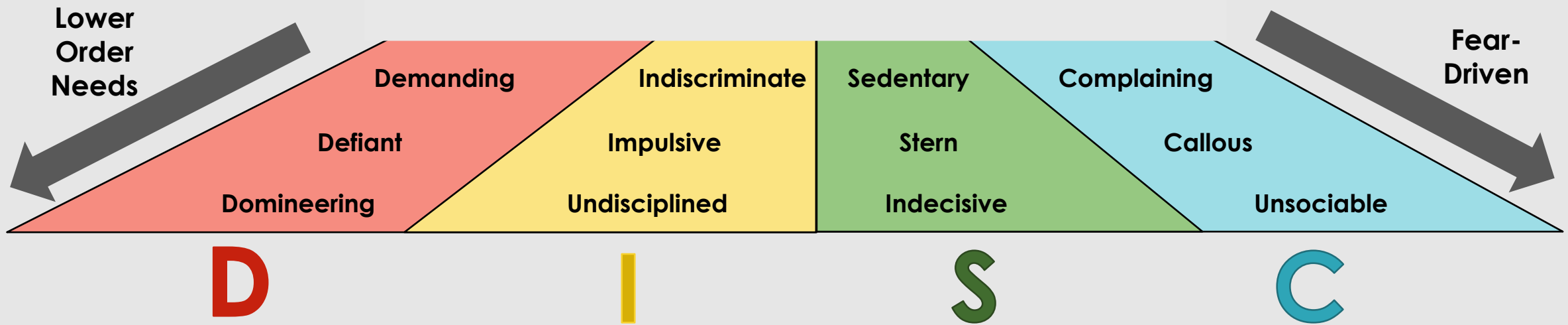
The Two-Level Essence of the Maslow Model

1. The Growth Level Types (Higher Order Drives) Natural Behavior when Positively Energized | Self-Fulfilling Energy

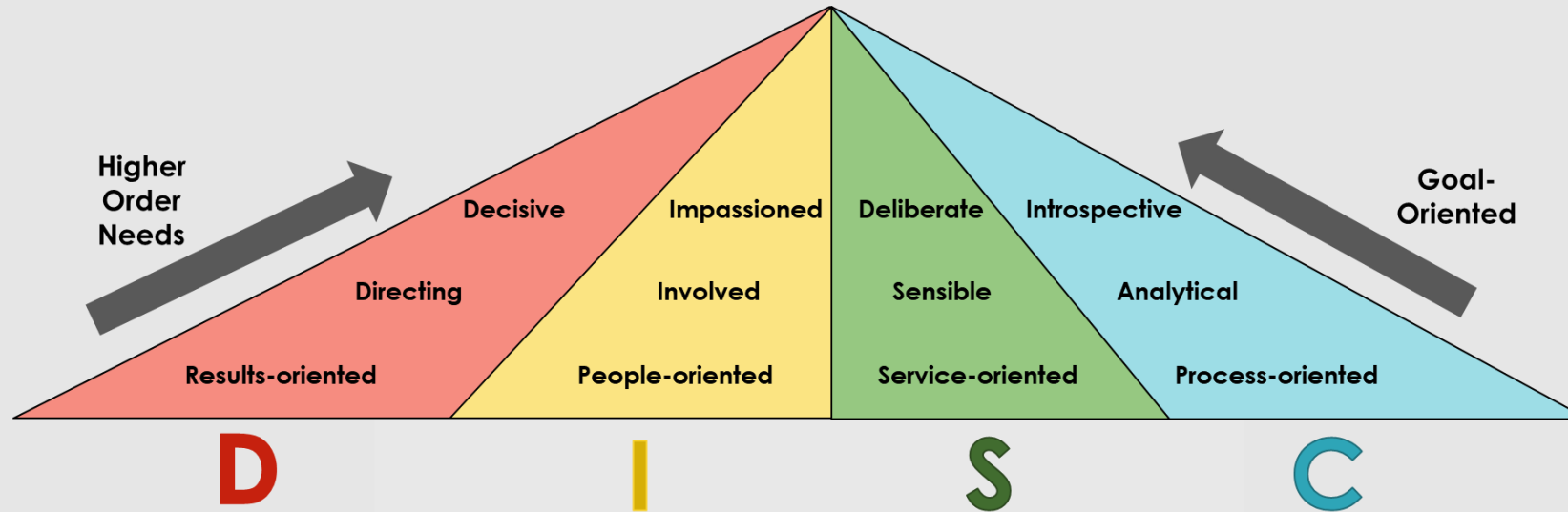


The Two-Level Essence of the Maslow Model

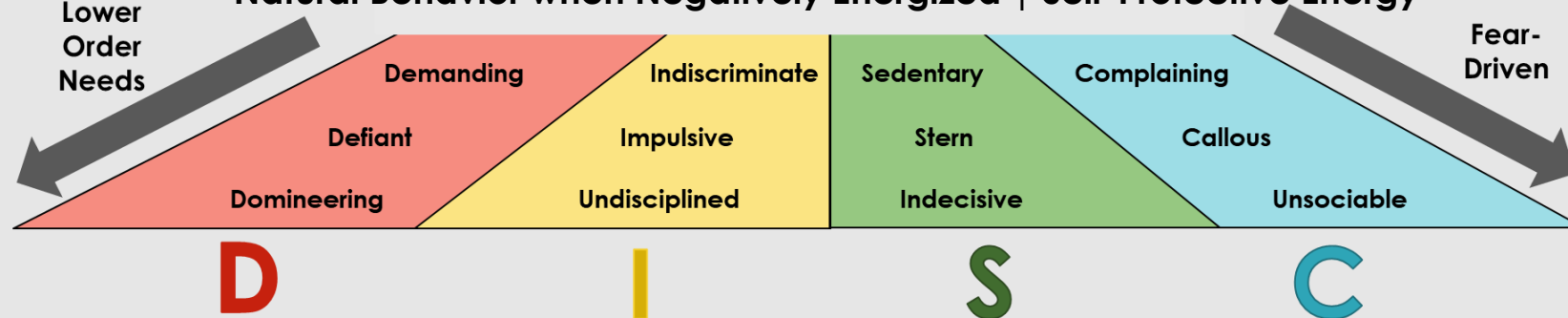
2. The Deficiency Level Types (Lower Order Drives) Natural Behavior when Negatively Energized | Self-Protective Energy



1. The Growth Level types (Higher Order Drives)
Natural Behavior when Positively Energized | Self-Fulfilling Energy



2. The Deficiency Level Types (Lower Order Drives)
Natural Behavior when Negatively Energized | Self-Protective Energy



“Goals are where you are going. Fears are where you have been.”

Dr. Michael O'Connor

DOMINANCE

CAUSE OF STRESS

Lack of urgency - Wasting time, indecision
Goal being blocked - Not being in control
Overly talkative people

UNPRODUCTIVE RESPONSES

Fight Response - Impatient
Arrogant - Aggressive - Confrontational

PRODUCTIVE RESPONSES

Take a breath, relax - Ask questions to understand
Include others in decisions - Listen fully
Give clear, reasonable timelines

INFLUENCE

CAUSE OF STRESS

Social rejection - Not feeling valued
Negativity, pessimism - Not being listened to
Cold or critical people

UNPRODUCTIVE RESPONSES

Flight Response - Emotional
Disorganized - Overly talkative
Pout and gossip

PRODUCTIVE RESPONSES

Be interested in others' views - Minimize the talking, listen more - Discuss issues directly - Ask for what you need
Reduce emotion - Think logically

STEADINESS

CAUSE OF STRESS

Overwhelmed with tasks - Change, loss of stability
Time pressure, being pushed - Unpredictable futures
Argumentative people

UNPRODUCTIVE RESPONSES

Tolerate Response - Possessive
Worried, shuts down - Hesitant
Stubborn, holds grudges

PRODUCTIVE RESPONSES

Share information - Speak up, share your ideas
Move at a quicker pace - Learn to say no or renegotiate
Confront issues

COMPLIANCE

CAUSE OF STRESS

Insufficient information - Criticism of their work
Mistakes, low standards - Non compliance
Emotional people

UNPRODUCTIVE RESPONSES

Avoids Response - Complains, overly critical
Fearful, withdrawn - Analysis paralysis
Defensive

PRODUCTIVE RESPONSES

Be more personable, sociable - Look for the good and what's right - Lower the expectation bar a little - Less of a perfectionist - Be more open to feedback

Working from Home DISC Report

Complimentary Report Available

Until April 10, 2020

www.ttisurvey.com///390197YTP