

INSIGHT TENT CARD

(Fold back and staple or tape to the opposite side.)

|          |  |   |  |  |              |
|----------|--|---|--|--|--------------|
| PRECISE  | Structured<br>Systematic<br>Ordered                            | Perfectionist<br>Tend to follow rules<br>Plan carefully | Independent<br>Tolerate ambiguity well                                     | Very flexible<br>Postpone organizing<br>Tend to resist rules | UNSTRUCTURED |
|          | <b>Organizing</b>  |   |  |  |              |
| STEADY   | Persistent and calm<br>Patient - anger slowly<br>Even-tempered | Deliberate<br>Think options over<br>before deciding     | Hate to wait<br>Decide quickly<br>Impulsive at times                       | Fast paced<br>Like change<br>Bored with routine              | URGENT       |
|          | <b>Pacing</b>  |   |  |  |              |
| OUTGOING | Open<br>Animated<br>Friendly                                   | Expressive<br>Talkative<br>Demonstrative                | Prefer interacting one on one<br>Think before talking<br>Non-demonstrative | Introspective<br>Quiet in groups<br>Self-contained           | RESERVED     |
|          | <b>Responding</b>  |   |  |  |              |
| DIRECT   | Assertive<br>Demanding<br>Forceful                             | Strong willed<br>Candid<br>Will debate and confront     | Tactful and diplomatic<br>Use strategy<br>Avoid conflict                   | Agreeable<br>Approachable<br>Non-intimidating                | INDIRECT     |
|          | <b>Influencing</b>   |   |  |  |              |

Reference guide . . . refer to this chart when describing yourself

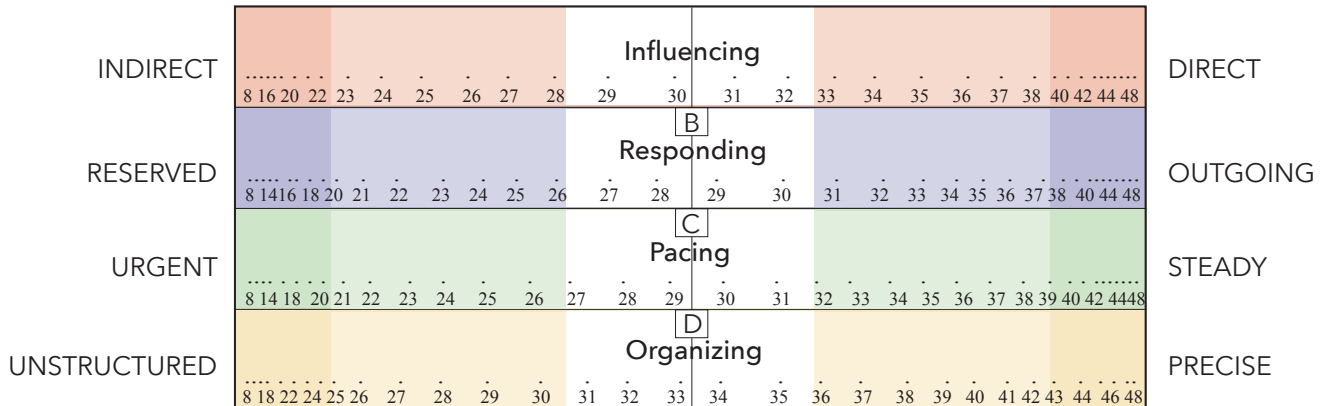
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INSIGHT  
Inventory®

Name: \_\_\_\_\_

**WORK STYLE**



fold here

Name: \_\_\_\_\_

**Personal Style**

