



# FORTÉ<sup>®</sup> *Interaction* REPORT

The Forté Interaction Report is a valuable tool in building and maintaining key relationships. This report helps two people understand how to communicate effectively and grow a relationship in a positive, productive and sustainable way.

The second page of the report compares the Primary Communication Style Profiles of two individuals. From this, the individuals should base their long term relationship.

The third page of the report compares the most recent adapting updates of the two individuals. They should be adapting to the same environment to be meaningful.

Your Adapting Update profile will most likely change each time you complete a Forté Adapting Update. Therefore, the more recent the adapting update, the more timely and accurate the report will be.

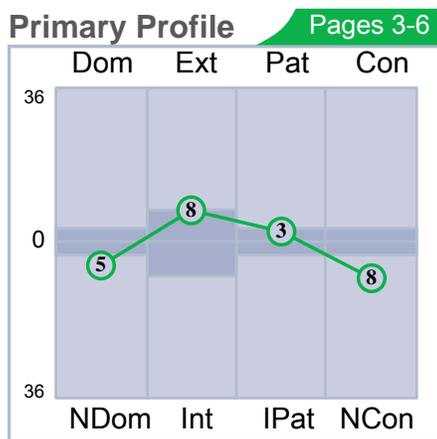
Page five describes how the other individual is **SELF-MOTIVATED**. Each person has unique SELF-motivators. This page is an important tool in learning how to really adapt to one another. To make this information most powerful, respondents should review their respective page five information with one another. They should select and share with each other their **TOP FIVE** self-motivators, from the entire page, then work together to make them happen for each other! We suggest you rank order the top five choices.

Jean, this Profile Interaction report helps you communicate with John in a positive and productive way. The system compares your communication style profile with John's communication style profile.

**IMPORTANT NOTE:** Jean, when comparing profiles pay special attention to strength intensity. Strength intensity is measured by the distance each strength is from the center line of the style graph on page 1 of the Forté profile report.

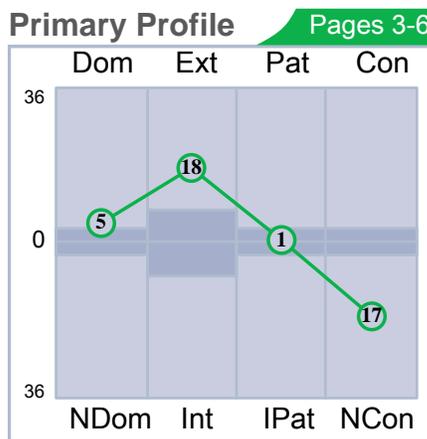
The higher the strength number, or the further the distance from the center line, the stronger the strength is. If you and John have the same primary strength, one most likely will have stronger primary strength intensity. STAMINA is also important in interactions.

December 30, 2009



Jean Allen

December 2, 2011

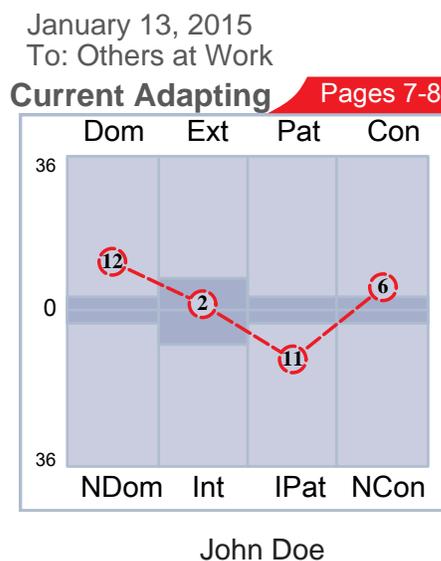
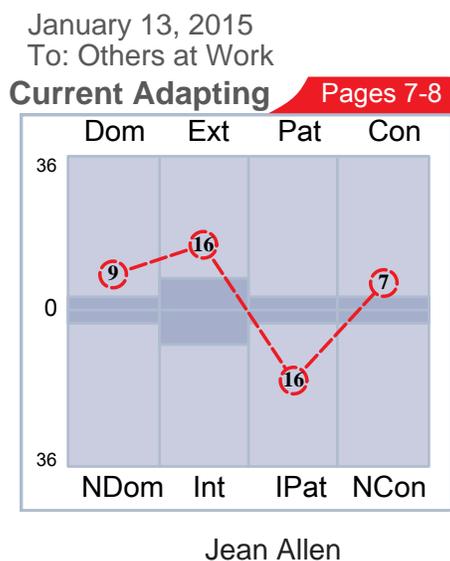


John Doe

Jean is very outgoing and friendly, having a warm, non-threatening, easygoing manner. She will use persuasion to influence others and is not demanding. She will easily delegate both authority and details and is very big-picture oriented. She prefers less structure or rules to follow. She is very good in people activities.

John is convincing, using both tenacity and persuasion. He delegates detail and solicits technical support. His orientation is to the big picture and can be considered a good negotiator who usually prefers flexibility and independence. He is a very likable individual.

This Forté interaction report not only compares your primary communication profiles, Jean, but also your individual environmental adapting profiles. This summary of the environmentally produced adapting profile shows how you both are adapting to daily challenges in relationships and life. As an adapting profile also reports a person's most recent feelings toward accomplishing goals... IT MUST BE CURRENT... no more than 30 days old. Complete a new Adapting Update if the date above the adapting profile is 30 days or older. The Forte System does NOT printout Adapting data over 30 days old.



### Current Adapting Styles

Jean is very outgoing, talkative and interested in people. She is a very strong organization person with emphasis on getting things done correctly and fairly, especially as it relates to people. She has a strong sense of urgency and is a self-motivated, enthusiastic leader. She is good with people, systems and details.

John is attentive to doing what is correct. He is conscientious and takes an active role in correcting mistakes he sees. He can be critical of others, yet is not rude or brusque. He has a strong sense of urgency. John is frequently friendly and convincing, yet strict.

Jean, to help you further understand the differences between you and John, the following is an outline of possible areas of misunderstanding. We also review how you can help one another in accomplishing productive relationships.

As EXTROVERTS, you and John will usually communicate well together. Recognizing EXTROVERTS love to talk, there are times when much can fall by the wayside because there is a lot more talking going on than anything else. As it is no secret an EXTROVERT likes being the spokesperson, give in and share center stage with John. You will be ahead if you do.

*For the data to be meaningful the adapting profile dates shown above should not be more than two (2) weeks apart, and not more than thirty (30) days from the date of this interaction report. If either or both of these conditions exist seek a new Forté Adapting Update from Forte Online. You can complete and submit Adapting Updates before a new, updated interaction is completed. The closer the Forté Adapting Update Survey dates are, the more beneficial the report.*

To be successful and self-motivated, John needs some of the following items in his environment:

- \_\_\_(a) A lot of interaction with people.
- \_\_\_(b) To meet new people and make friends.
- \_\_\_(c) Opportunity to make more money and improve status.
- \_\_\_(d) To be a team player within the organization.
- \_\_\_(e) Praise and public recognition.
- \_\_\_(f) To identify with an organization that has prestige and a good public image.
- \_\_\_(g) To be aware of what is going on in the organization.
- \_\_\_(h) To be accepted and liked by others.
- \_\_\_(i) To have daily challenges.
- \_\_\_(j) To have a results-oriented approach to any given project.
- \_\_\_(k) He will want direct, to-the-point communications.
- \_\_\_(l) A stable, harmonious working environment.
- \_\_\_(m) A minimum of communication style conflicts.
- \_\_\_(n) Adequate time to think things over/adjust.
- \_\_\_(o) A limited number of last-minute time pressures.
- \_\_\_(p) Freedom from rules, details and reports.
- \_\_\_(q) A generous amount of independence and unusual assignments.
- \_\_\_(r) To find new ways of doing things away from tradition.

In contrast, he will be demotivated if:

- \_\_\_(a) He perceives that he is not liked.
- \_\_\_(b) He is not invited into meetings with his peers.
- \_\_\_(c) He has his territory (opportunity) reduced in size.
- \_\_\_(d) He feels he is not part of the team.
- \_\_\_(e) He does not have enough people contact.

*Special Note: The self-motivators are in no special order. The alphabetical letters to the left of each statement are used to help rank-order the self-motivators in Forté Performance Coaching.*

December 2, 2011

**Primary Profile**

Pages 3-6

