

# **Business DNA®**

## **Natural Behavior Discovery**

### **Summary Report for Matt Peloquin**

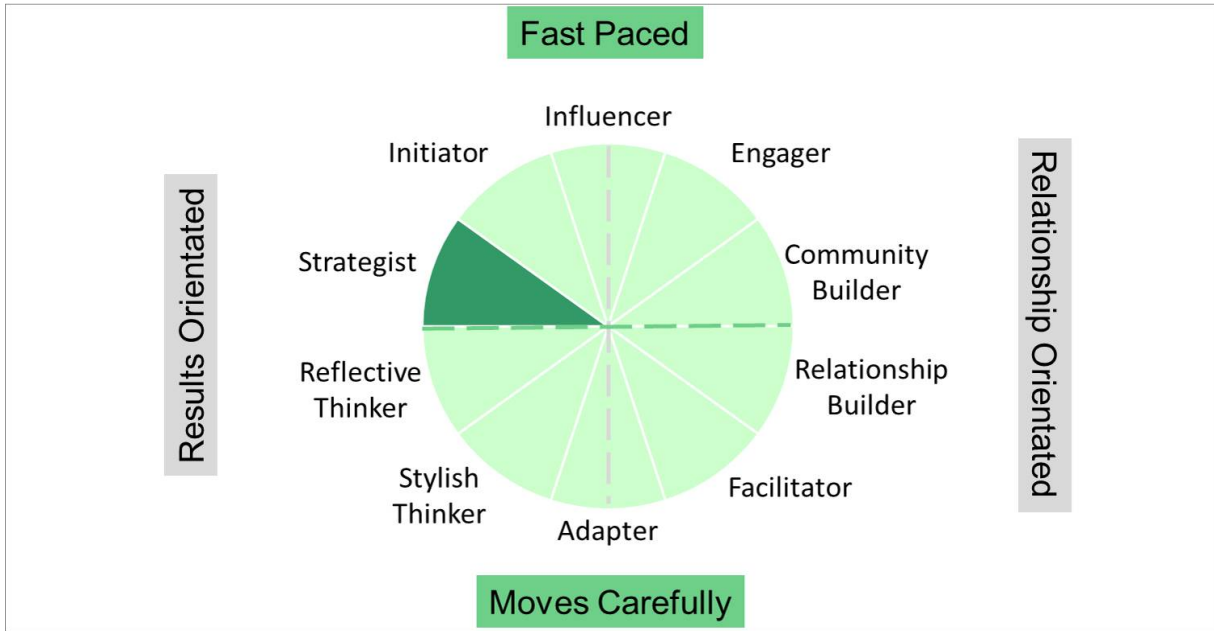
Providing key behavioral insights  
into your natural workplace talents  
and business performance.

Business DNA Natural Behavior Summary Report for: Matt Peloquin  
 Your DNA Natural Behavior Style: Strategist

*Strategists naturally blend their strong drive to reach key goals with sound knowledge, high quality processes and quality control standards. As a result, they are equipped to be strategic players in situations where achieving results is a priority. They have an ability to achieve ambitious goals and concentrate on matter-of-fact, practical issues. They also have a rational, impartial approach that enhances their ability to make difficult decisions.*

**Summary of DNA Natural Behavior - The 10 Unique Styles**

The graph below shows the 10 DNA Natural Behavior Styles in relation to one another. Your style is highlighted in the graph. This will help you to see your instinctive behavioral similarities and differences to other styles more clearly.



Based on your factor scores, your 2 strongest behavioral factors are:

- \* **Reserved** - Analyzes, has high propensity to reflect, guarded
- \* **Risk-Taker** - Venturesome, takes chances, optimistic

The behavioral risks associated with these factors are:

- \* **Reserved** - Less willing to share problems, more withdrawn and too private, not easy to approach
- \* **Risk-Taker** - Can create exposures, may cut corners and not properly see the dangers of decisions

Your Performance Strengths	Your Performance Struggles
<p><i>Knowing your strengths, you can increase your performance potential.</i></p> <ul style="list-style-type: none"> <li>• Realistic and practical</li> <li>• Serious and modest</li> <li>• Not distracted by surroundings</li> <li>• Ventures into new areas</li> <li>• Faces danger comfortably</li> </ul>	<p><i>Knowing your struggles, you can reduce your performance impediments.</i></p> <ul style="list-style-type: none"> <li>• May appear withdrawn and distant</li> <li>• Drained by too much interaction with others</li> <li>• May take unnecessary risks</li> </ul>

### Your Performance Environment Keys

*The Performance Environment Keys indicate the required setting for your maximum performance.*

- Honor my need to reflect and think
- Allow me time to process my response
- Present me with the facts, minimize your emotions
  - Present me with opportunities
- Present me with the risks and return

### Work Life Behavioral Attitudes

Your natural motivations, desires and approach to Work Life are often influenced by the strongest traits in your natural behavioral style. Based on the two strongest behavioral factors in your Natural Behavior, your primary Work Life Attitudes are summarized in the table below.

	Work Life Attitude 1 Reserved Factor	Work Life Attitude 2 Risk-Taker Factor
Work Life Philosophy:	Focuses on tasks	Adventure oriented
Workplace Approach:	Serious	Optimistic
Financial Attitude:	Saver	Seeks new experiences
Goal Setting Approach:	Considered	Opportunistic
Activity Passion:	Reflection	Being venturesome
Values:	Modesty	Take your chances
Workplace Motivation:	Minimal politics	Creating new opportunities
Strength:	Gives consideration	Has courage
Blind-spot:	Too private	Unnecessary risk taker
Communication:	Allow thinking time	Present risk and reward

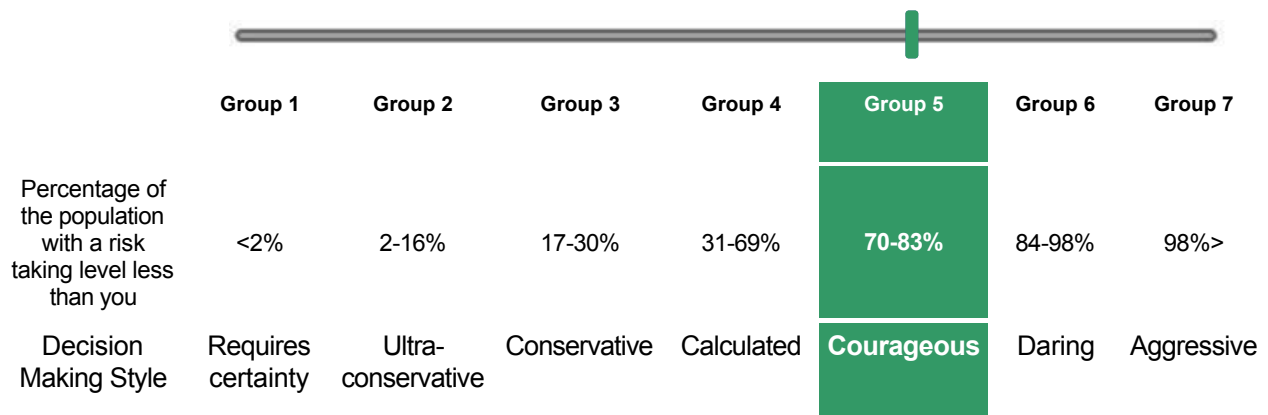
## Workplace Insights

Based on combinations of your behavioral factors, your natural talents in the workplace are set out in the table below.

Insight	L/M/H	Population% (0-100%)
Desire to Make Decisions	MEDIUM	42%
Patiently Builds long-term Relationships	LOW	27%
Focus on Bottom Line Results	HIGH	73%
Sets Goals for Ambitious Plans	LOW	27%
Pursues Goals to Stay Focused on the Plan	MEDIUM	38%
Prepared to Focus on and Support Innovation	HIGH	79%
Need for Information, Research and Analysis	HIGH	79%
Ease to Communicate Directly and Candidly	MEDIUM	54%
Confronts Directly and Candidly	MEDIUM	54%
Ability to Empathetically Listen	MEDIUM	46%
Quickly Makes Decisions With Confidence	MEDIUM	62%
Independently Makes Decisions	MEDIUM	46%

## Natural Behavior Business Decision-Making Parameters

Your standard Natural Behavior Business Decision Making group for determining the approach you will take to making key business decisions is indicated below. Your Business Decision Making Group has been determined based on the blend of your natural behavior Risk Propensity and Risk Tolerance which have been measured in your Business DNA Natural Behavior Discovery. However, your actual approach to making business decisions will be influenced by the current circumstances of the business and your personal financial preferences that have evolved from circumstances, experiences and education.

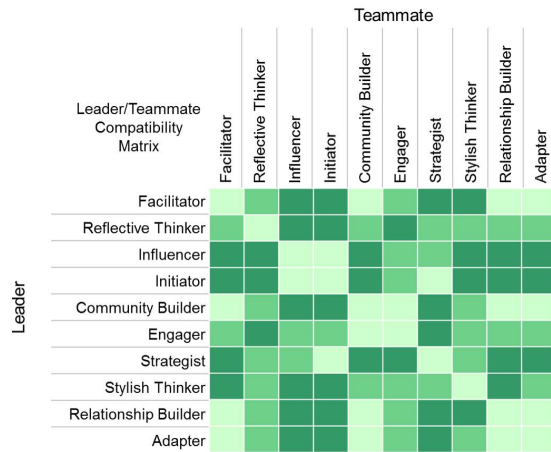


## Leader/Teammate Compatibility

A strong long-term relationship with others can be built with commitment and mutual understanding. Successful relationships can be developed from any combination of behavioral style.

The graph below shows, for the Strategist style, those persons whom you will most easily work with in a team because you are generally closer in relationship style, and hence minimal behavioral modification required. Also, it shows those DNA Natural Behavior styles with whom you will have to more closely review how you each adapt because there are greater differences, and hence more behavioral modification required.

Adapting your behavior to work with another person requires concentrating more on your level of self-awareness when you are with that person. However, when a person in the team is different from you there are also many benefits because of their different perspectives. While recognizing that natural behavior is important, also sharing common values, beliefs and attitudes is important for building a successful working relationship.



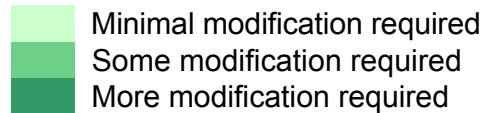
### Strategist

#### Typically Works Easily With:

Initiator, Strategist

#### Review How You Adapt:

Facilitator, Community Builder, Engager, Relationship Builder, Adapter



## Key Workplace Questions for You to Consider

1. Are you keeping your team and associates fully abreast of your vision and where they fit in to it? How comfortable are you trusting others with key information and your real feelings and intentions?
2. Are you investing time into your colleagues so that you can trust them sufficiently to delegate tasks?
3. Are you developing a more effective style of communication by showing patience and listening when others with different gift sets to yours are offering an opinion?

## Disclaimer

The purpose of this instrument is educational. It is designed to help people identify their natural behavioral strengths. This Business DNA Natural Behavior Report should not be used to identify, diagnose, or treat psychological, mental health, and/or medical problems. Additionally, if this report is used to evaluate personnel, the user should seek adequate legal counsel to ensure compliance with applicable local, state and federal employment laws. The user assumes sole responsibility for any actions or decisions that are made as a result of using this aid to self-discovery. By using the Business DNA Natural Behavior Report, you expressly waive and relinquish any and all claims of any nature against DNA Behavior International, any affiliated companies, and/or their employees arising out of or in connection with the use of this survey. In addition, the use of this report is subject to the Terms and Conditions at [www.businessdna.com](http://www.businessdna.com).

## Additional Information

- For more information on your unique style, workplace, and communication insights, [click here](#).
- To access additional reports, please contact your DNA Behavior Consultant or Company Representative.