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## Acumen Capacity Index™

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Sales

TTI

12-10-2018



## Introduction

Research has shown that the most effective people are those who understand themselves, both their strengths and weaknesses, so they can develop strategies to meet the demands of their environment.

The Acumen Capacity Index report is designed to help an individual truly understand themselves, how they analyze and interpret their experiences. A person's acumen, keenness and depth of perception or discernment, is directly related to their level of performance. The stronger a person's acumen, the more aware they are of their reality in both their external and internal world.

This report explores both how a person interacts with the external world and from a personal perspective. There are seven primary areas that this report will explore:

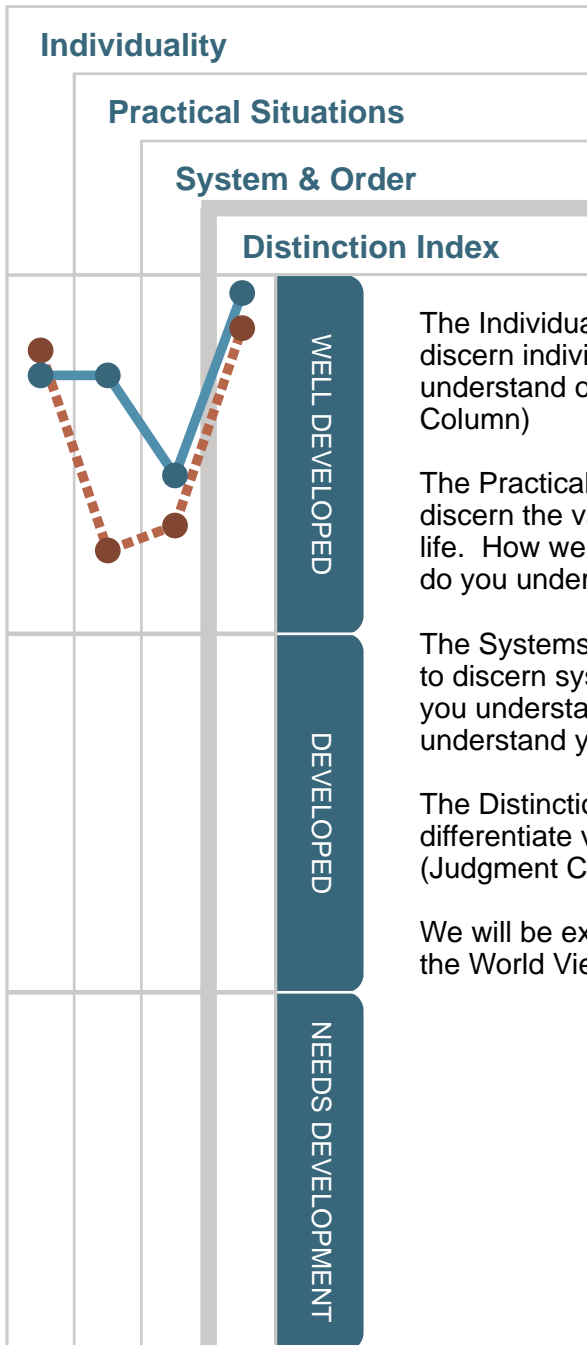
- Summary of Acumen Capacity
- World View General Characteristics
- Self View General Characteristics
- Clarity of Performance and Situational Awareness
- Capacity for Problem Solving
- Reaction Index
- Business Performance Summary

Be sure to read the entire report with an open mind. Everyone has areas where they can improve. Use the content of this report while working with your mentor, professional coach or manager in order to make improvements, both personally and professionally.



# Summary of Acumen Capacity

The Dimensions section measures Samuel's capacity to understand each of the dimensions individually as well as the capacity to differentiate the value elements in situations.



The Individuality column relates to the development of your capacity to discern individuality in others and individuality in oneself. How well do you understand others? How well developed is your sense of self? (Feeling Column)

The Practical Situations column relates to the development of your capacity to discern the value in situations in the outside world and in one's own roles in life. How well do you understand all aspects of practical situations? How well do you understand your roles in life? (Doing Column)

The Systems and Order column relates to the development of your capacity to discern systems and order in the world and within oneself. How well do you understand structure and organization in the world? How well do you understand your self-organization and future direction? (Thinking Column)

The Distinction Index Column relates to your development of the capacity to differentiate values in general in the world as well as within oneself. (Judgment Column)

We will be exploring this information in more detail over the next two pages in the World View and Self View sections.

World View Self-View





## World View

This is how Samuel sees the world around him. This view measures his clarity and understanding of people, tasks and systems. It could also be looked at in terms of feeling, doing and thinking from an external standpoint. The statements below are based primarily on the 3 dimensions on the left side of the dimensional balance page and are in a random order.

- Samuel will work best in an atmosphere of open, two-way communication, in which the focus is on producing practical results.
- Samuel may become frustrated if resources are restricted.
- Samuel focuses on solutions to problems to achieve goals.
- Samuel values people as individuals rather than just on their performance, even when he is in a management position.
- Samuel understands people well and enjoys a feeling of mutual respect for others.
- Samuel enjoys forming and maintaining close affiliations with others.
- Samuel sees order and structure as necessary requirements for getting things done.
- Samuel performs best in an atmosphere that has a clear structure and a well-defined chain of command.
- Samuel has good thinking and planning abilities.
- Samuel will try to find a way to accomplish objectives, even if the necessary resources are not available.



## Self View

This is how Samuel sees himself. This view measures his clarity and understanding of himself, his roles in life and his direction for the future. The internal dimensions are a reflection of him from both personal and professional viewpoints. The statements below are based primarily on the 3 dimensions on the right side of the dimensional balance page and are in a random order.

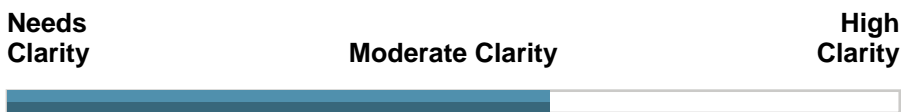
- Samuel will focus on the process of role changes when necessary to assure a smoother transition.
- Samuel may benefit from asking himself, "What are my major roles in life?"
- Samuel has a clear picture of his current roles.
- Samuel values himself for who he is.
- Samuel has the ability to rely on himself in the face of adversity.
- Samuel has a clear understanding of who he is, and his inner sense of self worth is strong.
- Samuel understands who he wants to become.
- Samuel is always looking ahead and desiring a better future.
- Samuel has a clearly defined set of organizing structures for his life.



# Clarity of Performance and Situational Awareness

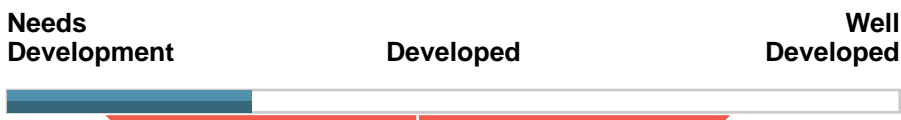
*Clarity of Performance and Situational Awareness score both internally and externally. The Clarity of Performance measures a person's ability to see the relevant in situations, their capacity for focusing on, understanding and valuing the dimensions evenly in the outside world and within oneself. The Situational Awareness score is the measurement of Samuel's awareness of the reality of the outside world and within his own world.*

**External Clarity of Performance:** Development of a **sense of proportion** in evaluating personal, practical and theoretical situations in the outside world.



- Samuel should do his best to remain objective in dealing with situations and issues of all kinds.
- To establish a more balanced view of the world, Samuel should seek to understand and appreciate systems, structure and policies.
- Samuel lacks some clarity in terms of theoretical matters and as such has a moderately developed sense of proportion about the world.

**External Situational Awareness:** Development of the awareness of the reality of the world.



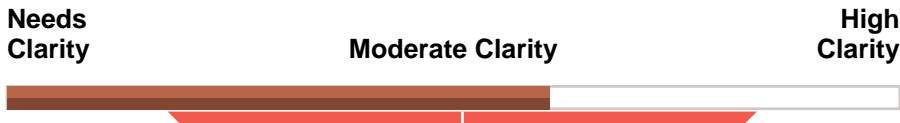
- Samuel may be "closed" to certain things.
- Samuel may be unrealistic in matters personal, practical and theoretical.
- Samuel may often be unrealistic in his approach to personal, practical and theoretical situations.

\* 68% of the population falls within the shaded area.



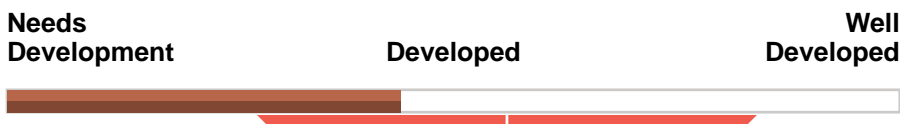
# Clarity of Performance and Situational Awareness *Continued*

**Internal Clarity of Performance:** Development of a *sense of proportion* in evaluating personal, practical and theoretical situations in oneself.



- When confronted with personal/internal issues, Samuel generally approaches the issue with moderate clarity.
- For Samuel, his current life roles are secondary to who he is as a unique individual and his envisioned future.
- Samuel has less clarity understanding his life's roles, but overall has a moderately developed sense of proportion in evaluating himself, his roles and his future.

**Internal Situational Awareness:** Development of the awareness of the reality of one's own self.



- Samuel is generally rational about his strengths and weaknesses.
- Samuel has moderate understanding of his reality as it pertains to himself.
- Samuel may occasionally have an unrealistic view himself.

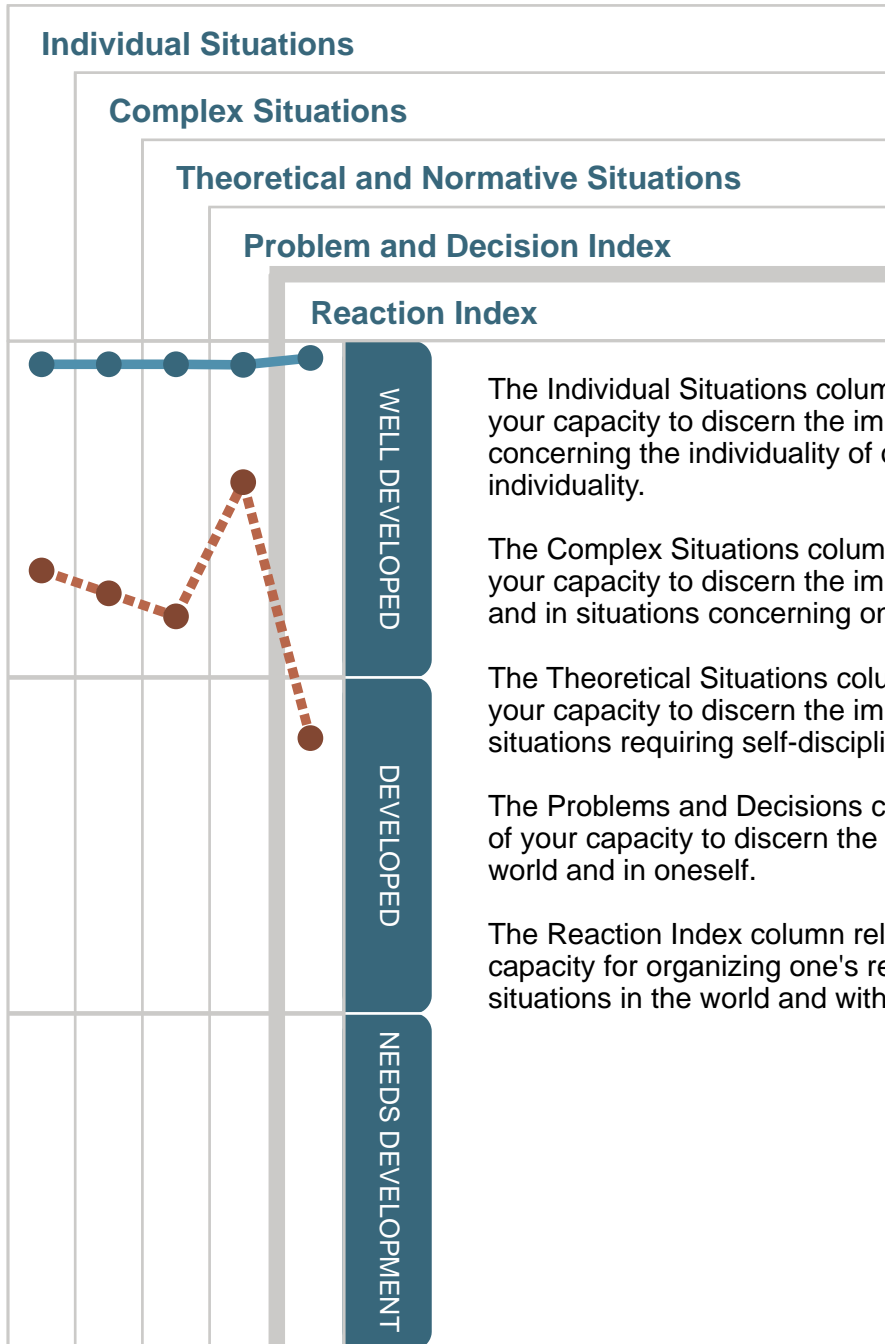
How would making improvements in these areas benefit your personal and professional life?

In what areas do you feel you would have the most benefit from further developing?

\* 68% of the population falls within the shaded area.



# Summary of Capacity for Problem Solving



The Individual Situations column relates to the development of your capacity to discern the importance within situations concerning the individuality of others and concerning one's own individuality.

The Complex Situations column relates to the development of your capacity to discern the importance within practical situations and in situations concerning one's own roles in life.

The Theoretical Situations column relates to the development of your capacity to discern the importance within systems and in situations requiring self-discipline.

The Problems and Decisions column relates to the development of your capacity to discern the importance within situations in the world and in oneself.

The Reaction Index column relates to the development of your capacity for organizing one's reactions when confronted with situations in the world and within oneself.

World View    Self-View



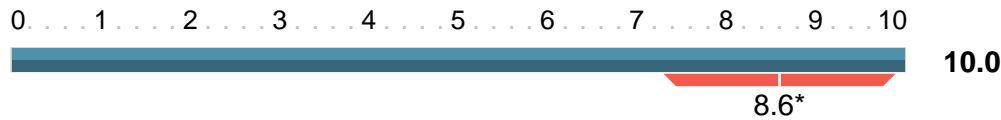




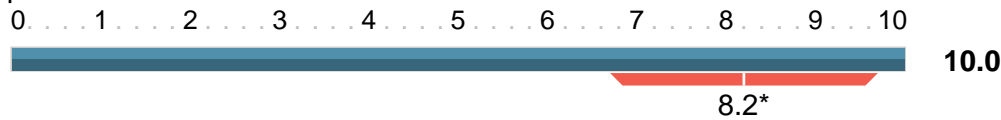
# Capacity for Problem Solving

The Problem Solving Summary will identify Samuel's capacity to solve problems and concentrate during challenging times and ability to make balanced decisions. Levels of development will be indicated by Well Developed, Developed or Needs Development as well as through a numerical score.

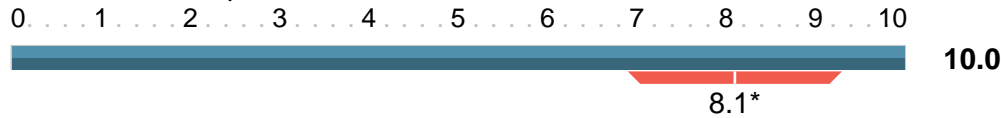
**Capacity for Solving Problems Involving People** - The ability to perceive the important within the complex in outside situations concerning the individuality of others and the ability to solve personal problems of others.



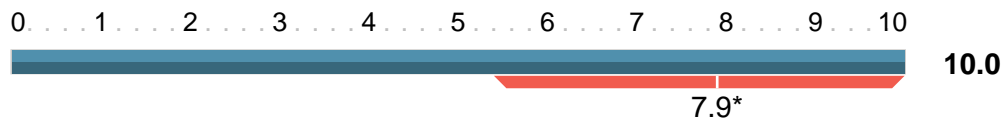
**Capacity for Solving Practical Problems** - The ability to perceive the important within the complex in outside situations in order to solve practical problems in the outside world.



**Capacity for Solving Theoretical Problems** - The ability to perceive the important within the complex in outside situations or systems in order to solve theoretical problems in the outside world.



**Capacity for Problem Solving and Decision Making in the Outside World** - The ability to perceive all relevant information needed within complex situations for the task at hand in order to make important decisions.

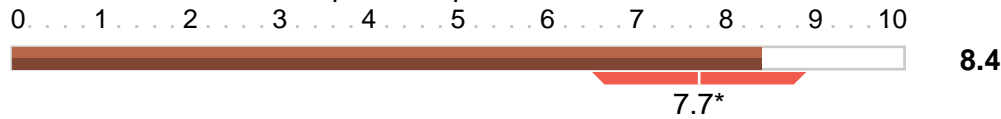


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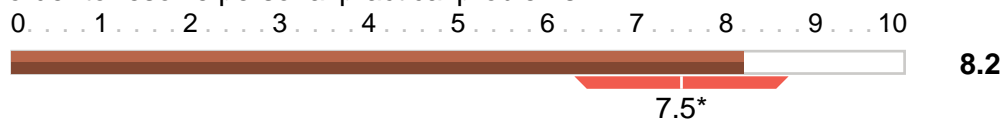


# Capacity for Problem Solving Continued

**Internal Problem Solving Ability** - The ability to perceive the important within the complex in situations that concern one's own individuality in order to solve one's own personal problems.



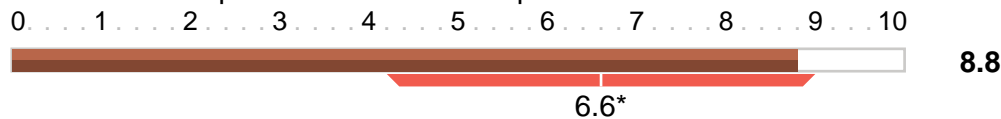
**Problem Solving Ability Within One's Roles** - The ability to perceive the important within the complex in situations which concern one's roles in order to resolve personal practical problems.



**Problem Solving Ability Regarding One's Future** - The ability to perceive the important within the complex in problems which require self-discipline and the ability to resolve theoretical personal problems.



**Capacity for Problem Solving and Decision Making Within One's Self** - The ability to perceive the important within the complex within one's self in order to resolve problems and to make personal decisions.



\* 68% of the population falls within the shaded area.



# Reaction Index

The Reaction Index is determined by looking at Samuel's External Control and Internal Control. The combination of this information will identify one's capacity for appropriate response in difficult situations. Levels of development will be indicated by Well Developed, Developed or Needs Development.

**External Control:** The ability to appear to be rational and in control when facing problems or crises.

**Needs Development** **Developed** **Well Developed**



- He shows discipline and organization when reacting to conflict, primarily dealing with problems involving systems and theories.
- He shows discipline and organization when reacting to conflict, primarily dealing with problems involving practical situations.
- He shows discipline and organization when reacting to conflict, primarily dealing with problems involving other people.
- His capacity to organize and control his reactions when confronted with outside problems is well developed.

**Internal Control:** The ability to remain in conscious command of one's internal self when confronted with difficult circumstances and to respond rationally.

**Needs Development** **Developed** **Well Developed**



- He shows some discipline and organization when reacting to conflict, primarily dealing with problems involving self-discipline.
- He shows some discipline and organization when reacting to conflict, primarily dealing with problems involving his roles in life.
- He shows some discipline and organization when reacting to conflict, primarily dealing with problems involving his own individuality.
- His capacity to organize and discipline his reactions when confronted with problems within himself is developed.

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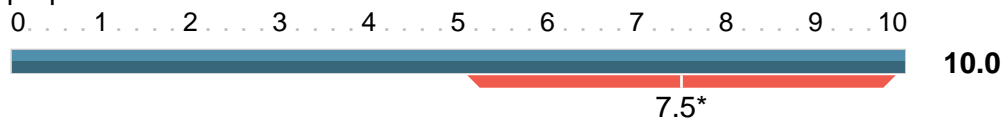
# Business Performance Summary

The business performance summary will identify Samuel's capacity to solve problems and concentrate during challenging times and ability to make balanced decisions. Levels of development will be indicated through a numerical score for Balanced Decision Making and External and Internal Control as well as by Well Developed, Developed and Needs Development for the Attitude Index.

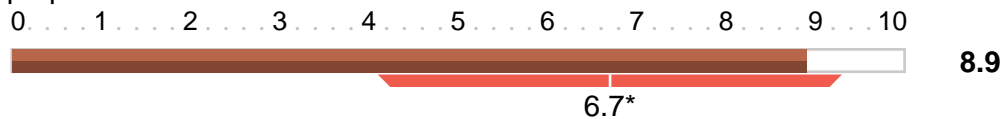
**Balanced Decision Making** - The ability to make consistently sound and timely decisions in one's personal and professional life.



**External Concentration Index** - The ability to concentrate with a sense of proportion in external situations.



**Internal Concentration Index** - The ability to concentrate with a sense of proportion in internal situations.



**Attitude Index:** Attitude Index shows the positive or negative attitude of the person toward the world and is a result of over or under-valuing the statements in the questionnaire.



■ - External   ■ - Internal   ■ - Combined External and Internal

## Attitude Index General Descriptors

- Open-minded - accessible, flexible
- Appreciative - grateful, thankful
- Approving - favorable
- Positive - encouraging, upbeat
- Dynamic - lively, energetic, vibrant

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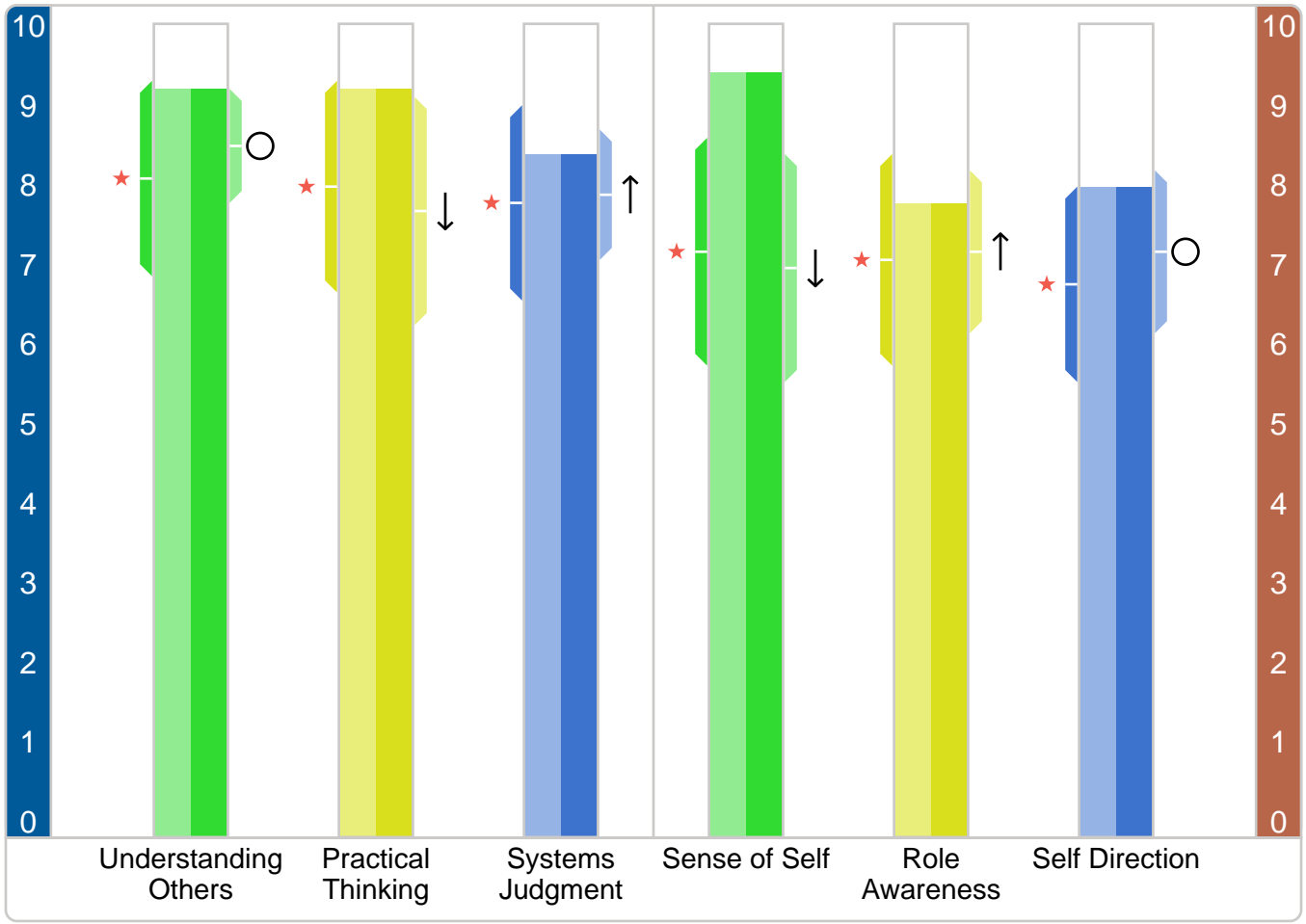


# Dimensional Balance For Consulting and Coaching

★ Population mean  
↑ Overvaluation  
○ Neutral valuation  
↓ Undervaluation

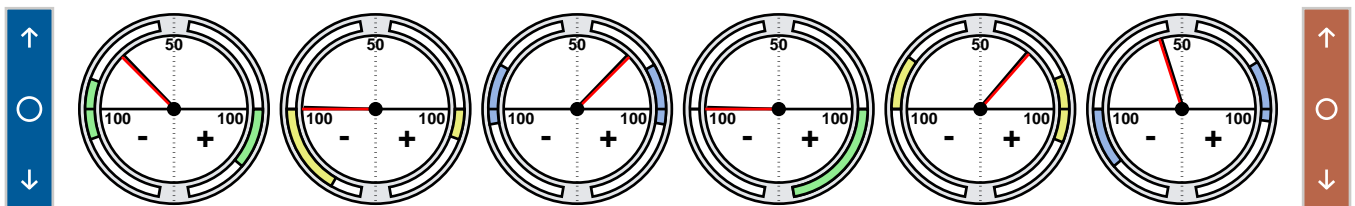
## EXTERNAL FACTORS (Part 1)

## INTERNAL FACTORS (Part 2)



Score 9.2 9.2 8.4 9.4 7.8 8.0

Bias ○ ↓ ↑ ↓ ↑ ○



Rev: 0.98-0.94