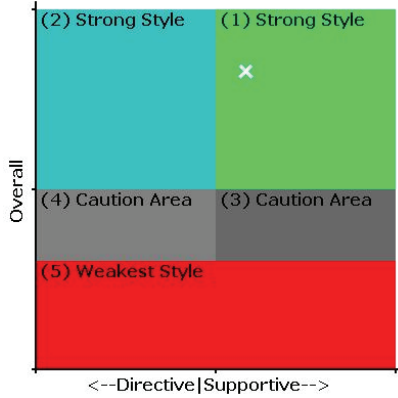


**TraitSet™ Leadership Manager report for Deb Strong**  
**OVERALL = 83%**

White "X" = Style for Deb Strong Leadership



| TraitSet™                    | Scores (%) |
|------------------------------|------------|
| Assertion                    | 67         |
| Confidence                   | 80         |
| Adaptability                 | 92         |
| Calm/Patience                | 90         |
| Competence                   | 75         |
| Extravert                    | 65         |
| Leader Dynamic               | 54         |
|                              |            |
|                              |            |
| <i>Anchor Cherry Picking</i> | 24         |

Negative Scores are RED (Lower = Better)

| TraitSet™ Score           | Description and Questions   |
|---------------------------|---|
| Assertion - High          | They are fairly aggressive in their behavior (Comfort with Conflict).<br><b>Question:</b> If others feel you can be intimidating, what do you do about it?            |
| Confidence - Very High    | They are extremely confident suggesting it may be exaggerated.<br><b>Question:</b> Are you so good at selling your ideas that others seldom challenge you?            |
| Adaptability - Very High  | They are very adaptable, may be too willing to bend (Political?).<br><b>Question:</b> When do you feel you need to draw the line and take a firmer or stronger stand? |
| Calm/Patience - Very High | They are probably too patient and accepting (Indecisive or casual?).<br><b>Question:</b> What has been your career downside of being too accepting or accommodating?  |
| Competence - High         | They see him/herself as quite competent and up to the challenge.<br><b>Question:</b> You seem very competent. When do you know that you are in over your head?        |
| Extravert - High          | They are an Extravert, like to work with others.<br><b>Question:</b> Is your style too team driven or do you give others individual time to do their tasks?           |
| Leader Dynamic - Average  | They have no greater/less sense of seeking social control than others.<br><b>Question:</b> NONE   |