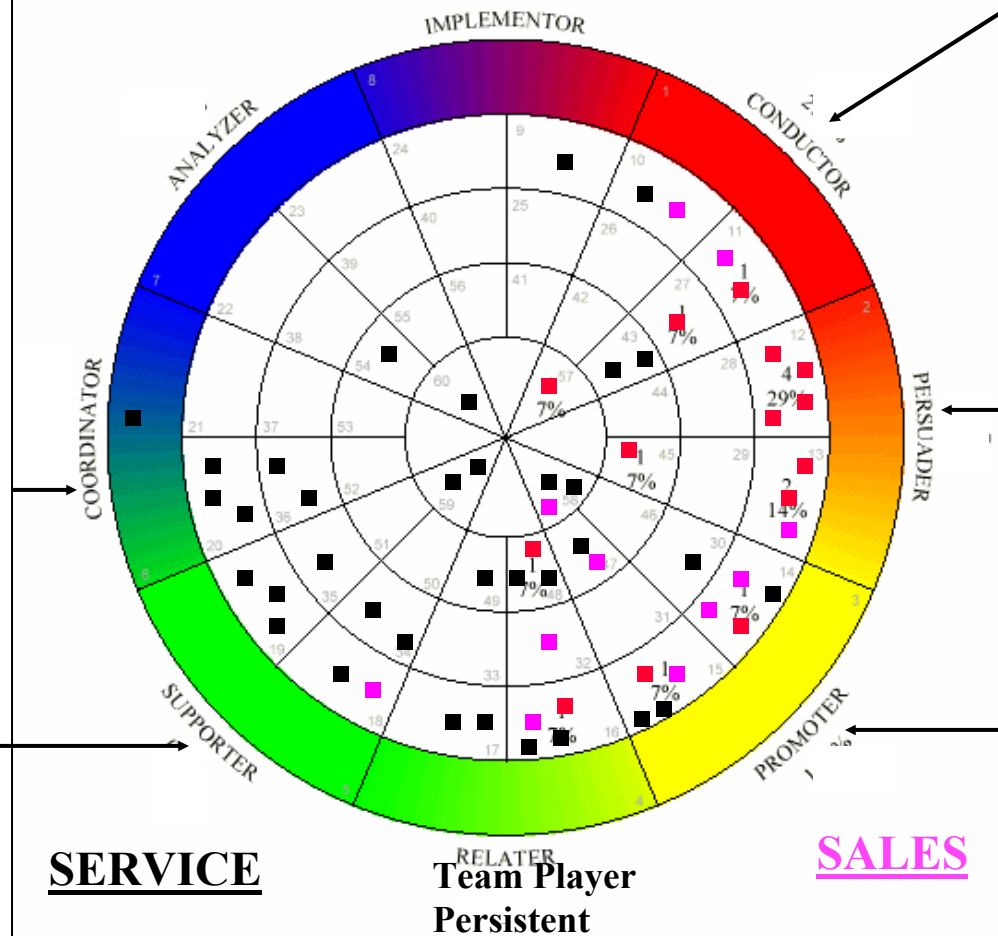


THE SUCCESS INSIGHTS WHEEL

**Copier Manufacturer
Behavioral Style/Personality
Sales-Service-Mgmt**



**Competitive
Confrontational
Direct
Results-Oriented
Sense of Urgency
Change Agent**

MANAGEMENT

**Process-Oriented
Quick to Change
Independent
Optimistic**

**People-Oriented
Not fearful of Change
Rather talk than listen
Verbal skills
High trust level**

**Product-oriented
Slow to Change
Self-disciplined
Pessimistic**

**Accommodating
Dislikes change
Controls emotion
Good listener
Adaptable**

SERVICE

**Team Player
Persistent**

SALES