TTI's Success Insights Wheel®

TTI's easiest way to provide your clients with the understanding of themselves and the DISC Language.

**Natural vs. Adapted Style**

The Success Insights Wheel® was added to the Managing For Success® reports to visually enhance the understanding of one's behavior both naturally and in the work environment.

TTI is the first and only behavioral software company to use a wheel page to explain behavior. The Success Insights Wheel® has been used by TTI's European Distributors for years. It has proven its value by eliminating the need for your clients to have graph reading skills.

**Person vs. Work Environment**

**Why was the Success Insights Wheel® developed?**

TTI believes that people learn visually and will benefit from learning the DISC concept and language through a model such as the Success Insights Wheel®. The Wheel model allows for illustrated interpretations of the data obtained from the Style Analysis™ Response Form. The Wheel model is another, and we believe, easier method of interpreting DISC.

The Success Insights Wheel® demonstrates the differences between a person's Natural Style, Adapted Style and Work Environment. In addition, when profiling a team, the DISC practitioner can plot the team's behavioral composition and see potential conflicts at a glance with the Wheel.
How to interpret the Success Insights Wheel®

The Success Insights Wheel® uses the 60 most common graphs. The graphs are plotted on the Wheel according to all points above the energy line. The Wheel model uses 48 basic graphs with 12 exceptions. A person's high factor determines the quadrant in which the graph will appear. (The MFS reports are generated based on 384 graphs, which represent 324 more individualized graph interpretations.) The Wheel is made up of eight different spokes, which are:

- **Relater** Core I,S
- **Supporter** Core S
- **Coordinator** Core S,C
- **Analyzer** Core S
- **Implementor** Core D,C
- **Conductor** Core D
- **Persuader** Core D,I
- **Promoter** Core I

When interpreting the Success Insights Wheel® you will sometimes notice the word Cross or Flex at the bottom of the Wheel Page. The definitions are as follows:

**Cross**

Two or three factors above the line, with the core factor's opposite also above the line. This means that the person has some type of Me-Me conflict. Numbers 57, 58, 59 & 60 are examples of potential Me-Me conflicts.

**Flex**

Three factors above the line, with the core factor's opposite below the line. This means that the person is adaptable.

**Why use the Wheel model in your business?**

The integration of the Success Insights Wheel® into your business will build your credibility as well as increase your knowledge of observable human behavior. The accuracy of the Wheel model is enhanced because it uses a basis of eight behavioral styles instead of four. This enhances your ability to compete in the marketplace by giving you a truly unique and valuable tool.