

Stress and Time Management

This assessment is based on the responses given in the Extended DISC® Questionnaire. This assessment should not be the sole criterion for making decisions about oneself. The purpose of this assessment is to provide information in self-development.

Suzanne Sample

Organization:

Widgets Inc.

Date:

08.21.2013



Your Style and Stress

Pressures and demands of selling create stress for all salespeople. While it is nearly impossible to eliminate stress, we can manage it by understanding our own unique causes and signs of stress, as well as how best to alleviate it.

Causes of Stress

The causes of stress are different from one person to another. Below are some key causes of stress.

Items that are further to the **right side** of the graph are more likely to cause stress for you. Items to the **left side** of the graph are less likely to cause stress for you.

	Lower Stress Factors					Higher Stress Factors					
Having to participate in conflicts:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Having to show emotions:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Inability to influence people:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Inability to make decisions:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Lack of accurate information:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Limited room for flexibility:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Losing control:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Losing freedom:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Non-challenging goals:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Unclear responsibilities:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Unexpected changes:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Unfriendly environment:	-5	-4	-3	-2	-1	0	1	2	3	4	5
Unorganized way of working:	-5	-4	-3	-2	-1	0	1	2	3	4	5

Reactions to Stressful Situations

Understanding how you may react to stressful situations can make it easier to avoid them and to manage your overall stress level.

Individuals with your DISC style may exhibit these behaviors under stress:

- Concentrates on power struggles
- Manipulates people
- Delegates responsibilities without authority
- Is too goal-oriented
- Cannot relax
- Aims to change too much
- Has a habit of changing things
- Creates insecurity for others by constant changes
- Becomes overly tough and direct in attempting to achieve goals
- Changes direction hastily
- May change the core of success
- Becomes impatient, can't wait



Can you think of a recent situation where you exhibited one or more of the above behaviors? What happened? What could you have done differently?

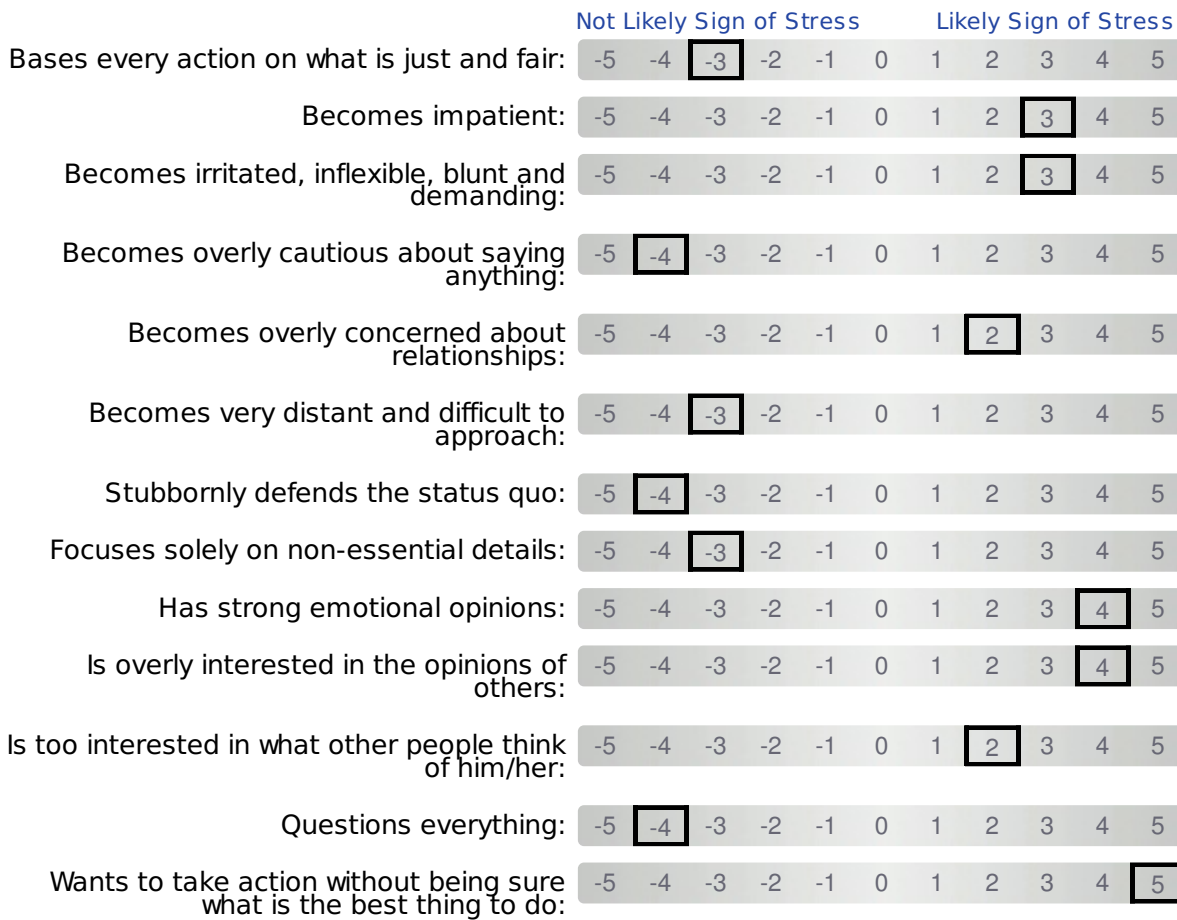
Suzanne Sample

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Signs of Stress

Under stress or pressure we tend to revert back to our natural behavioral style because it is the style that requires the least amount of energy. Below are some indicators that may, or may not, become apparent to others that you are under stress.

Items that are further to the **right side** of the graph are more likely to be seen as observable signs of stress for you. Items to the **left side** of the graph are less likely to be seen as observable signs of stress for you.



Review your top 3 (three highest scores):

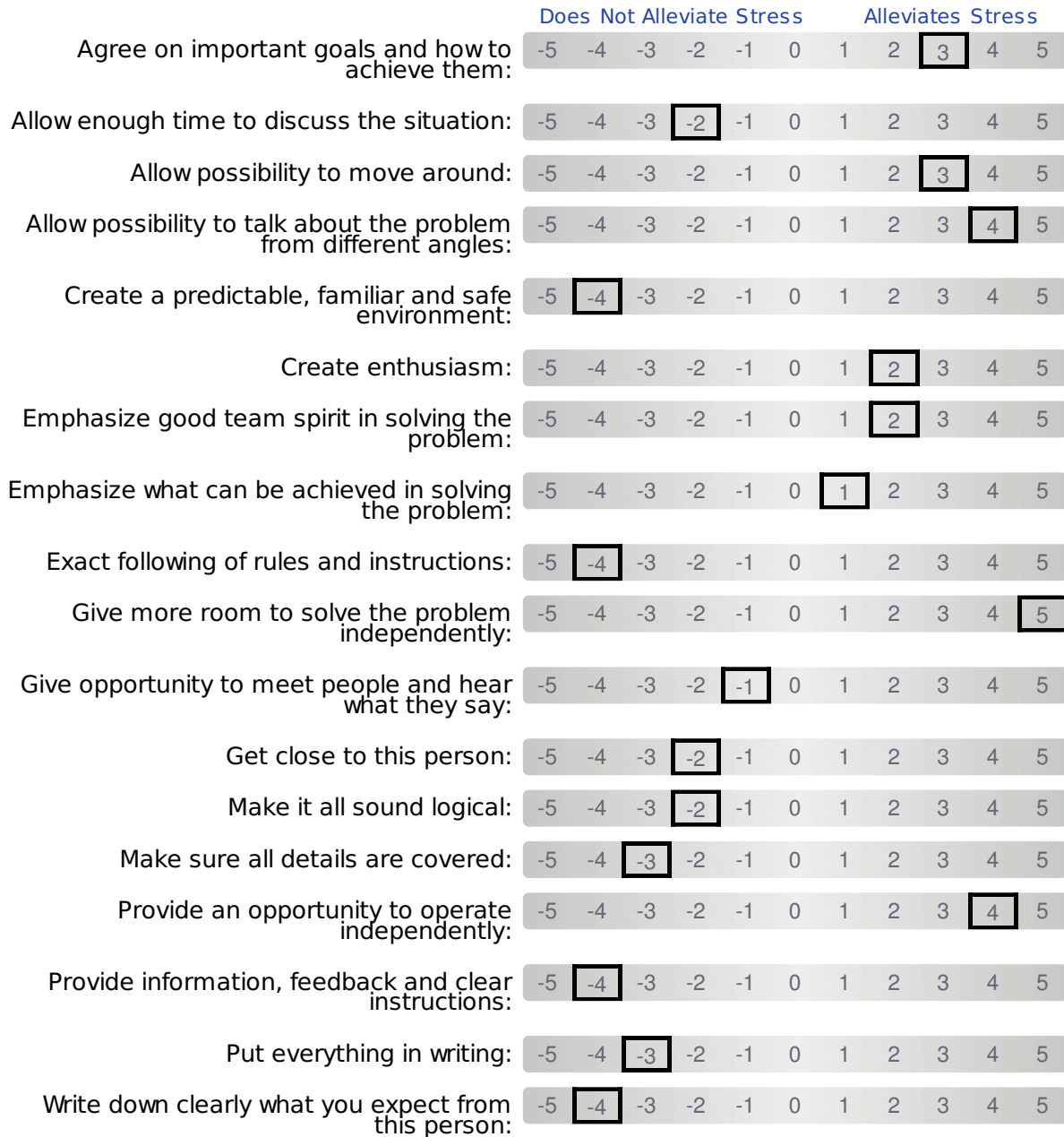
Suzanne, are you exhibiting these now?

- 1 _____
- 2 _____
- 3 _____

Alleviating Stress

There are many ways to manage and alleviate stress. One includes making others aware what reduces your stress level.

The **higher the number** (items further to the right side of the graph), the more likely it will alleviate your stress.

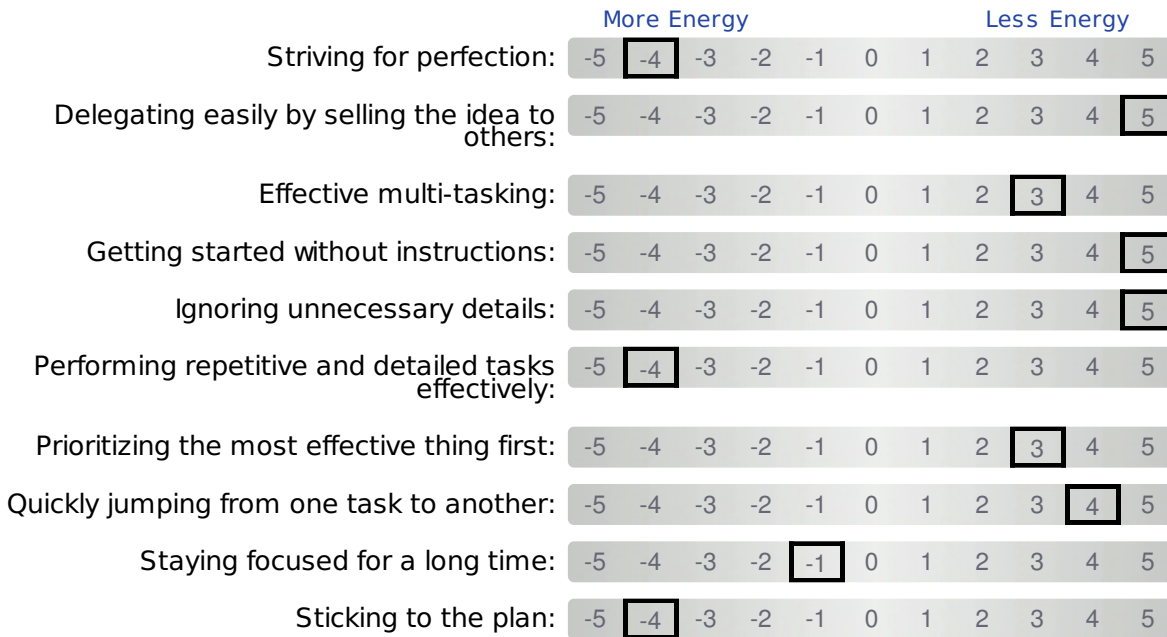


Suzanne, what specific steps are you taking to alleviate your stress now?

Time Management

Time management is one of the key ways you can control your stress level. Increased awareness of your time management style will help you to make necessary adjustments.

Items to the **right side of the graph**, show how you are likely to manage your time. Items more to the **left side of the graph** identify the time management tasks that will **require more energy from you**.



What are the top 3 takeaways from the above?

- 1 _____
- 2 _____
- 3 _____