

# Test DISC

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Profile:	Enterprising - Analytical (ENT - ANA)

#### What is

#### **DIAV?**

DIAV stands for:

Desire. Interests. Attitudes. Values.

The objective of this test is to understand why each individual reacts differently to the same situations. There are 6 types of people:

SOC Social. ART Artistic. EMP Entrepreneur. CON Conservative. ANA Analytical. EQU Balanced.

## Social

Desires: sharing and belonging. Interests: relate to everyone. Attitudes: sympathy and communication. Values: popularity and prestige.

Characteristics

Enjoys participating in groups, provide community assistance, sponsor human relations, has verbal and listening skills, and also has a good level of understanding.

#### Artistic

Desires: harmony and depth. Interests: a pleasant environment to the senses. Attitudes: to feel and enjoy. Values: beauty and significance.

#### Charecteristics

Focuses on art, communication, culture, where can express themselves artistically to tap

their creativity, whether by means of its ability for music or write.

#### **Entrepreneur**

Desires: new challenges. Interests: progress and welfare. Attitudes: confidence and dynamism. Values: success and reward.

Characteristics

Stands out for their leadership skills, innovation, business development, ability to motivate, persuade and lead.

#### Conservatives

Stands out for its organization, ability to keep evidence and keep records, have skills in the area of systems and administration.

## Analytical

Have skills for analysis, research, laboratory testing, problem solving and mathematical skills.

#### **Balanced**

Is pleased to enjoy the outdoors, exercise and physical activity, while maintaining security. Also has skills to repair objects and for handling materials and equipment.

#### Instructions

How to Use This Report?

Read the full report. Is been divided into two parts.

The first part is a description of the DIAV dimensions in specific areas of Desire, Interests, Attitudes and Values ??such as happiness, harmony, authority, loyalty, among others.

The second part focuses on understanding the characteristics of your personality type in various everyday situations (corporate life, art, music, education). It is important to remember that each individual is unique; the FuturaDIAV model provides a tool to give proper treatment according to the characteristics of the types of people who conform your team. The behavioral descriptions mentioned in this report are only trends for your group style and may or may not apply specifically to you.

#### Adaptability

Besides knowing your personality type, the report will identify how you act in different environments according to your Desires, Interests, Attitudes and Values, in order to meet the needs of a particular situation or relationship, this is called adaptability.

Adaptability is the key to the construction of all successful relationships. Adaptable people are conscious when deciding how to respond to a particular person, situation or event. By knowing the characteristics of your personality, you may learn to change and adapt your behavior.

How to Read and Interpret your FuturaDIAV graph?

The starting point is the questions that are provided and you answer according to your personal criteria, at the end you will be given a report or evaluation outcome. This report contains a chart accompanied by its respective description.

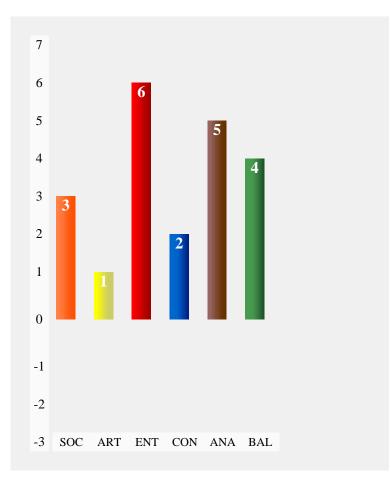
Graphic: Represents your DIAV profile

The FuturaDIAV model starts from the premise that the desires, interests, attitudes and values influence the behavior of the person.

Each person has a primary and a secondary DIAV type, but for the purpose of the report will only be working with primary or predominant type. The graph represents the percentage that the applicant has in each personality type.

# FuturaDIAV Graph





#### Desire

Laura Is ambitious. Seeks to move up and hold hierarchical positions of increasing responsibility within a company. Does not like routine and predictable situations. Her greatest desire is to have a job that raises challenges and situations full of adrenaline .

Has an agile mind and entrepreneurial. Is energetic, and works very quickly. Often because of this feature neglects the details and is not the right one to make punctilious checkups. Her way of thinking is global and her actions resolved. Knows what she wants, and decide on what she like.

Has a quick temper and is able to express discontent if faced with situations with which disagrees. For her personality does not like having to report to a boss who develop constant controls over her work. Wants to work with freedom and autonomy. Expects economic recognition and the possibility of promotion for her performance. Is important to keep her motivated because otherwise you run the risk getting her bored and seeking new horizons.

#### Interests

Laura a person is self confident, strong and direct who goes in search of her objectives but these involve taking risks. She is curious and because of her innate restlessness continually seeks new and varied interests, since she is able to look beyond the conventional always wants to find something different in order to experience her skills and test them and overcoming obstacles that are presented to achieve his targets. She is interested in tasks that represent challenges and to provide opportunity to move up, looks at the unusual and adventurous, when choosing an occupation or profession she prefers those that are related to the independent business where she is her own boss to make decisions freely, is also interested in those positions where she can assume some kind of leadership, which can innovate in other dimensions giving directions and directing others. In short, does not tolerate routine work where results are already stipulated and is easily bored, so interested in those tasks which can provide bright ideas, in this way to progress in the different areas of life either social work or personal. In general shall belong to organizations looking to achieve some specific goal rather than simply live socially.

#### Attitudes

Laura holds within her best characteristics the will to give up situations that prevent or restrict the proper development of her needs or wants, knows what she wants, perfected it and develops it at all times and looking for ways to achieve this regardless of the difficulties encountered in her way.

Considers that developing her activities towards meeting her goals and objectives, fulfills equal importance than the fact of enjoying acceptance within her group of friends and promoting the free development of teamwork to ensure overcoming adversity, as tends to be complacent but balanced and negotiator, works easily in situations of stress, although these exercise negative effects and complex situations within her personal and family relationships.

Is not easily intimidated to the abrupt orders of her figures of authority, tends to remain calm

and conserve her natural state on adverse situations.

For her having control of the situation, the actions of her team and alternative solutions in conflict situations, is the essential foundation to be certain on tolerance and commitment to what was agreed in her work.

#### Values

Laura Is highly decisive, productive and tenacious. Is responsible for her work and seeks to do it as soon as possible being diligent and fast. Is highly competitive, and seeks to stand out within her work group.

The difficult situations, risky and challenging will cause a strong motivation, as she has ability to fight. Takes decisions quickly, and has great confidence in herself. This attitude favor her to develop and grow professionally, thus can occupy senior positions of great power.

Can take a leadership role, because she acts with determination and expects others to recognize her qualities. She likes to lead others and be respected. Possibly shall exercise strict supervision on those activities that delegates. Without a doubt the best she can get to bring to an organization is her dynamism, practicality, confidence and decision making power.

## **Company Life**



Laura Is an active person, very sure about herself, who likes to make quick decisions. Is able to provide countless ideas and expect them to be taken into account and valued by others, and in this way improve the work environment. Due to her impulsiveness, often makes quick decisions without considering risks or consequences

#### **Career and Development**



Laura is risky and is not afraid to fail. She has the ability to face obstacles and frustrations and to learn from her mistakes without giving up. Is usually clear what he is getting and assumes responsibly decisions and actions taken. She has the energy to get to achieve what is proposed. She encourage herself and undertakes greatly, being able to devote herself to the fulfillment of his dreams. She feels a passion for her work and enjoy the activities that decides to perform. She is persevering, tenacious and fight tirelessly to achieve the goal to increase her economy and get the

long-awaited victory.



Communication

Rectitude and truth are Laura essential values ​​in her own essence and in the personal characteristics of those around her. Considers that for people to progress must be honest when communicating

#### **Business**



Laura is persistent and like to do business. She is deeply attract to financial companies and has a major initiative to undertake projects. She is someone who will search for opportunities instead of waiting for them to arrive alone. She is extremely proactive and able to have different views on any subject or situation. She is ingenious and innovative. Her personal style leads her to have great business skills with the ability to bring to the market different products or services. She is a great researcher of existing businesses and the profitability of them. She often dreams big and sees the realization of her

projects. She has the ability to work hard for the realization of her goals.