



PI[®] Fridays with Bob

June 24th, 2011

The “D” Drive

Bob Wilson, Facilitator

A D V **i** S A





Frequently Asked Questions

Q: Can I get a copy of the slides?

Yes. Please download the slides at this link on our website:

www.advisausa.com/Webinars.aspx

Q: Will a recording of this webinar be made available?

Yes, this webinar is being recorded and will be available within a few days at this same link on our website:

www.advisausa.com/Webinars.aspx



Nature or nurture?





High D





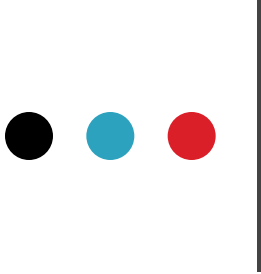
Low D





The D Drive

A need for structure
vs.
a need to be unfettered.

A decorative graphic consisting of three colored circles (black, cyan, and red) arranged horizontally to the left of a vertical black line that extends upwards and downwards from the top of the circles.

Confidence in High D Comes from Clarity

- They ask “How”?
- They’re worriers
- They’re task oriented
- They need performance feedback
- They’re comparatively analytical



High Ds strive for perfection and hate to make mistakes.

- Risk adverse
- Pessimists
- Difficulty delegating details
- Accurate
- Careful
- Conscientious



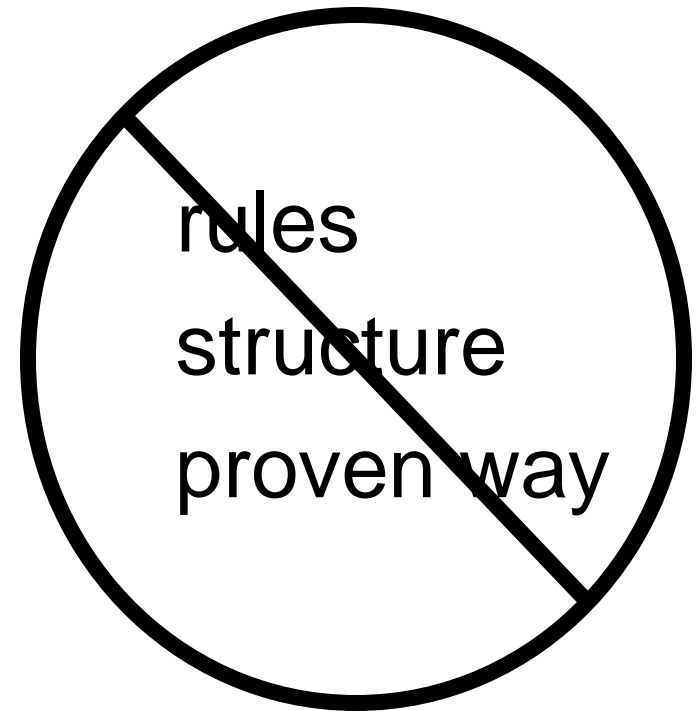
Fairness. The Nail That Stands Up Gets Pounded Down.





Low D Behaviors:

- risk
- not worriers
- creativity
- thinking outside the box
- delegation of details
- rebelliousness





Independence

High A Independence – “I want to do what I want to do.”

Low D Independence – “I don’t want to do what you want me to do.”



High Ds or Low Ds: Which are most challenging?





D is about information.
How much is needed?



VS.





Training and the D Drive.



- ● ●

Questions for Bob





Next Session

Friday, July 29th

9 a.m. ET

Topic: The “A/B” Relationship

*In the meantime, visit our blog at:
<http://blog.advisausa.com/blog/advisa>*

A D V **i** S A



Bob Wilson

President and Founder

bwilson@advisausa.com

A D V **i** S A



Predictive Index, PI Worldwide, PI, PI (plus circle design), PEOPLE SMART, RESULTS DRIVEN., Predictive Index Management Workshop, Predictive Leadership Series, accessPI, Customer-Focused Selling, and Selling Skills Assessment Tool are registered trademarks and trademarks of Praendex Inc. in the United States and other countries. Any use without the express written consent of Praendex Inc. is strictly prohibited.