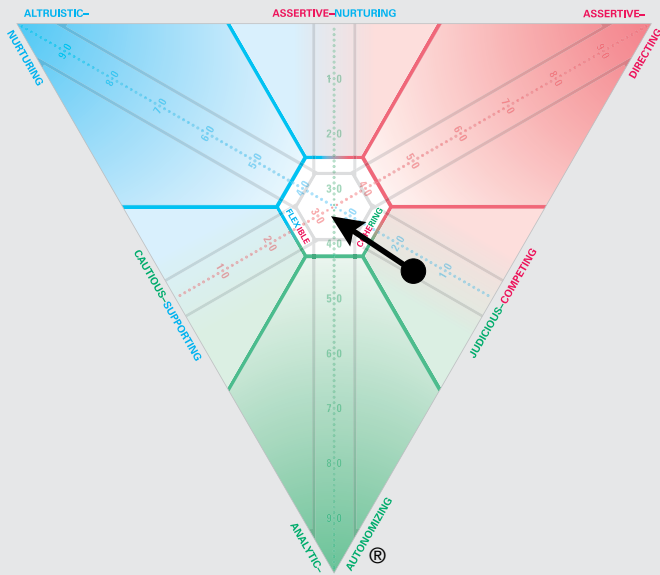


SDI RESULTS

Eric Lawrence



MOTIVATIONAL VALUE SYSTEM		
45	40	15
Green	Red	Blue
My MVS is:		
● RED-GREEN		

CONFLICT SEQUENCE		
35	33	32
Green	Blue	Red
My CS is:		
➔ [BRG]		

CONDITION #1: WHEN THINGS ARE GOING WELL

YOUR MOTIVATIONAL VALUE SYSTEM

Your Motivational Value System (MVS) dot is in the **Red-Green** region of the triangle.



RED-GREEN Judicious-Competing

You are motivated by intelligent assertiveness and fairness in competition. You have a strong desire to develop strategy and assess risks and opportunities.

YOUR MOTIVES AND VALUES

As a person with a Red-Green (Judicious-Competing) MVS, you achieve feelings of self-worth by using carefully thought-out strategies to achieve ambitious and rational objectives.

You provide rational leadership, assess risks and opportunities, and integrate those components into elegantly planned strategies. You efficiently execute logical plans and complex projects. To claim success, your process must be efficient and logical, and the achievement of desired goals must come through an orderly action plan. You value the power of systemic, strategic planning and implementation.

You use strategies and efficient tactics to maximize the use of resources and optimize outcomes. You are supportive and loyal to those who will help you, without hesitation or qualification, become successful. You integrate planning and implementation, viewing the concepts as virtually indistinguishable.

You value the rational use of power and act promptly in competitive environments. You are persevering and principled. You want to develop and lead winning strategies, and you want to direct others in an impartial, efficient manner.

CONDITION #2: WHEN FACED WITH CONFLICT

YOUR CONFLICT SEQUENCE

Your Conflict Sequence (CS) arrowhead is in the **[BRG]** region of the triangle.



[BRG] **[Blue or Red or Green]**

1	[BRG]
2	[BRG]
3	[BRG]

You want to determine the most appropriate response to each situation and choose an accommodating, assertive, or analytical approach. Your approach differs according to the situation, rather than following a fixed sequence.

HOW YOU EXPERIENCE CONFLICT

As a person with a [BRG] Conflict Sequence, you first define the context for the problem, so you can choose the most appropriate response. You may choose an accommodating, assertive, or analytical approach, depending on the situation. You remain open to others' suggestions and ideas. You want to be sure that no viable option is overlooked. You believe that the best way to show you care about the problem is to consider all aspects of it and to try to see all sides.

You want other people to be willing to compromise and collaborate. You do not want people to be rigid and inflexible in their approach to conflict.

If conflict progresses into your Stage 2 blend of Blue, Red, and Green, you redefine the context for the problem and choose to yield, argue, or wait, depending on what seems best. You feel that some people have limited views of the issue.

If conflict progresses to your Stage 3 blend of Blue, Red, and Green, you might give up, fight, or detach.

THE PATH BACK TO YOUR RED-GREEN MVS

Your path back to Red-Green from Stage 1 [BRG] may involve advancing the strategy in the best way possible for the situation.