

## Interaction Report

**Test Subject: Sample Report**

March 23, 2006 05:16:38pm PST

### Your Concentration Strengths and Relative Weaknesses

#### Awareness

75%

#### Analytical

67%

#### Focused

58%

### Attentional/Concentration Style and Performance Under Pressure

You have indicated that your greatest attentional skill is awareness. You are good at developing a broad external focus of concentration. That attentional style, is the one you need to be able to quickly read and react to things going on around you. Individuals with good street sense score high in this area. Many sales persons have this as their preferred concentration style. Your least developed or preferred attentional style is narrow or focused concentration. This is the type of concentration you use to pay attention to details, to follow through, and to practice moves or thought sequences (e.g., hitting a ball, giving a speech) until they become automatic.

Under pressure, people tend to play to their preferred concentration styles. Thus as pressure begins to increase for you, you may make the mistake of relying too heavily on your instincts and your ability to quickly read and react to things. If the situation calls for you to hold back on your instinctive response, to instead narrow your focus of concentration, you are likely to become distracted by task irrelevant things going on around you (e.g., faked out by an opponent, distracted by a sound or movement that you see out of the corner of your eye).

Once a mistake is made, your level of self-confidence will begin to affect how you will behave. If you are confident, and your confidence is justified, the mistake will get your attention, but because you are confident, you will be able to control your emotions and refocus concentration in an appropriate way.

If you lack confidence, and/or if your confidence is misplaced (e.g., you aren't able to regain control), your focus of concentration will begin to involuntarily narrow as your level of emotional arousal increases. This will interfere with any ability to problem solve and/or to make adjustments in your approach to the issue. If you are a highly competitive, highly controlling individual you will become frustrated and angry and focus externally on the individual or object that is the source of your frustration. Your "fight or flight" instinct has kicked in and you are a fighter, going on the attack in ways that are usually counter productive. If you aren't highly competitive and controlling, the "fight or flight" instinct kicks in but your response is likely to be one of withdrawing, holding back, failing to respond quickly enough to the situation. In either case, performance goes from bad to worse.

Concentration strengths and weaknesses play a vital role in performance as well as a number of other factors which are more accurately measured with the Attentional and Interpersonal Style (TAIS) inventory. These factors include personal and interpersonal characteristics like your need for control, level of competitiveness, self-confidence, willingness to confront issues, provide support, etc. Scores on TAIS are then used to generate reports designed to help you identify those performance settings you will perform best in, to get at the root cause of any performance problems you might be having, and to provide the information you need to develop performance enhancement programs.