

# Forté Interaction Report A to B

**This Communication Style Report is Written for**

**Paul Collins  
with Ann Marie Calistro**

The Forté interaction report is a valuable tool in building and maintaining relationships and teams. This report will help two people communicate effectively to accomplish common goals in a positive and productive way.

The second page of the report compares the primary communication style profiles of two individuals. From this, the individuals should base their long term relationship.

The third page of the report compares the most recent adapting updates of the two individuals.

The adapting update profile will most likely change with each Forté Adapting Update. Therefore, the more recent the adapting update, the more accurate the report will be.

Page five describes how the other individual is SELF-MOTIVATED. Each person has unique motivators. This page is an important tool in learning how to really adapt to one another. To make this information most powerful, respondents should review their respective page six information with one another. They should select and share with each other their TOP FIVE self-motivators, from the entire page, then work together to make them happen for each other!



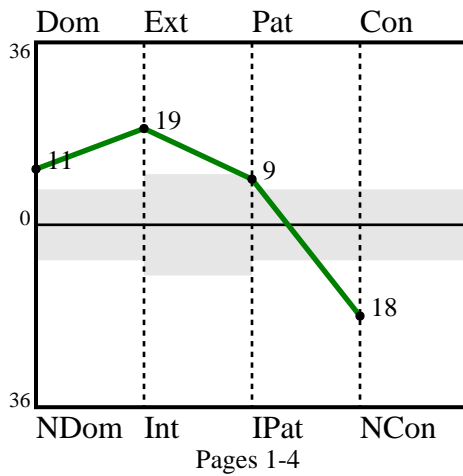
## Forté Profile Interaction System

### Communication Style Interactions for Paul Collins with Ann Marie Calistro

Paul, this Profile Interaction report helps you communicate with Ann Marie in a positive and productive way. The system compares your communication style profile with Ann Marie's communication style profile.

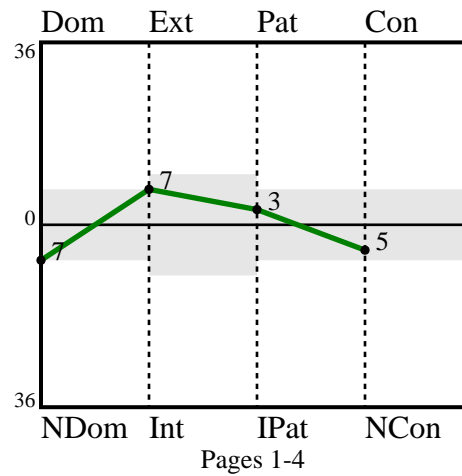
**IMPORTANT NOTE:** Paul, when comparing profiles pay special attention to strength intensity. strength intensity is measured by the distance each strength is from the center line of the style graph on page 1 of the Forté profile report. The higher the strength number, or the further the distance from the center line, the stronger the strength is. If you and Ann Marie have the same primary strength, one most likely will have stronger primary strength intensity. STAMINA is also important in interactions.

Primary Profile - December 5, 2000



**Paul Collins**

Primary Profile - February 10, 2005



**Ann Marie Calistro**

Paul is convincing, using both tenacity and persuasion. He delegates detail and solicits technical support. His orientation is to the big picture and can be considered a good negotiator who usually prefers flexibility and independence. He is a very likable individual.

Ann Marie is very outgoing and friendly, having a warm, non-threatening, easygoing manner. She will use persuasion to influence others and is not demanding. She will easily delegate both authority and details and is very big-picture oriented. She prefers less structure or rules to follow. She is very good in people activities.

# The Forté® Institute

March 7, 2005

Interpersonal Communication Solutions

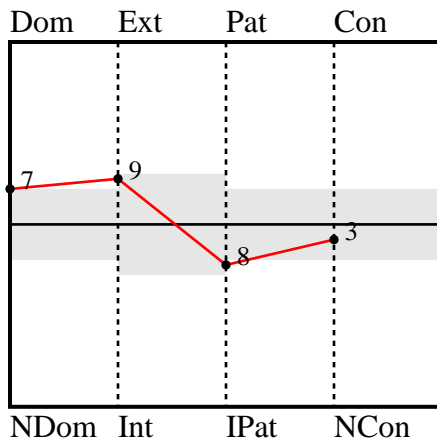
8:00 p.m.

## Forté Profile Interaction System

### Communication Style Interactions for Paul Collins with Ann Marie Calistro

This Forté interaction report not only compares your primary communication profiles, Paul, but also your individual environmental adapting profiles. This summary of the environmentally produced adapting profile shows how you both are adapting to daily challenges in life. As an adapting profile also reports a person's most recent feelings toward accomplishing goals... IT MUST BE CURRENT... no more than 30 days old. Complete a new Adapting Update if the date above the adapting profile is 30 days or older.

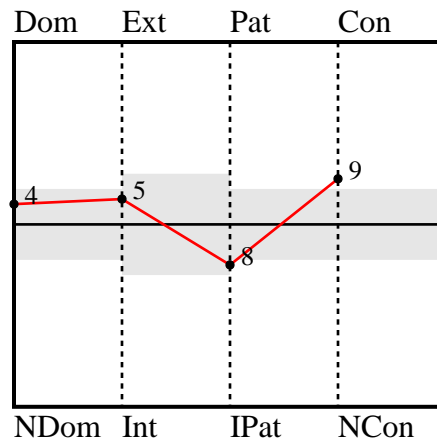
Current Adapting - February 21, 2005  
To: Others at Work



NDom Int IPat NCon  
Pages 5-6

**Paul Collins**

Current Adapting - February 10, 2005  
To: Others at Work



NDom Int IPat NCon  
Pages 5-6

**Ann Marie Calistro**

### Current Adapting Styles

Paul is very outgoing, talkative and interested in being with people. He uses a persuasive, empathetic style of communication. He seizes opportunities with self-starting, hard-driving characteristics. He is a team builder with an emphasis on attracting strong people and delegating authority, responsibility and detail. He has a strong sense of urgency.

Ann Marie has a strong systems orientation when it comes to getting things done quickly, correctly and efficiently. She is very good with people and has a strong, persuasive style. She is intense on getting things done properly, fairly and according to the system. She makes a strong, disciplined leader.

# The Forté® Institute

March 7, 2005

Interpersonal Communication Solutions

8:00 p.m.

## Forté Profile Interaction System

### Communication Style Checkpoints for Paul Collins with Ann Marie Calistro

Paul, to help you further understand the differences between you and Ann Marie, the following is an outline of possible areas of misunderstanding. We also review how you can help one another in accomplishing common goals.

As EXTROVERTS, you and Ann Marie will usually communicate well together. Recognizing EXTROVERTS love to talk, there are times when much can fall by the wayside because there is a lot more talking going on than anything else. As it is no secret an EXTROVERT likes being the spokesperson, give in and share center stage with Ann Marie. You will be ahead if you do.

#### Other Key Interaction Data

Paul Collins

Ann Marie Calistro

Last Adapting Date:

Feb 21, 2005

Feb 10, 2005

Current Logic:

Feelings

Facts/Feelings

Current Stamina:

High Stamina

Above Avg Stamina

Current Goals Index:

Meeting Goals

Meeting Goals

For the data to be meaningful the adapting profile dates shown above should not be more than two weeks apart, and not more than thirty days from the date of this interaction report. If either or both of these conditions exist request a new Forté Adapting Update Survey, complete and submit Adapting Update Survey for processing before a new, updated interaction is completed. The closer the Forté Survey dates are the more accurate the report.

# The Forté® Institute

March 7, 2005

Interpersonal Communication Solutions

8:00 p.m.

## SELF-MOTIVATIONAL DATA

Profile For Ann Marie Calistro

To be successful and self-motivated, Ann Marie needs some of the following items in her environment:

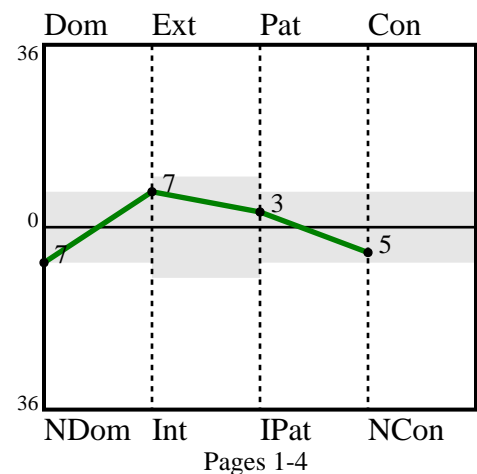
## SELF-MOTIVATORS

- (a) A lot of interaction with people.
- (b) To meet new people and make friends.
- (c) Opportunity to make more money and improve status.
- (d) To be a team player within the organization.
- (e) Praise and public recognition.
- (f) To identify with an organization that has prestige and a good public image.
- (g) To be aware of what is going on in the organization.
- (h) To be accepted and liked by others.
- (i) To know that there is strong, capable leadership in her environment.
- (j) Direction as to what is to be done and when.
- (k) A predictable environment that affords a significant amount of protection and peace.
- (l) A stable, harmonious working environment.
- (m) A minimum of communication style conflicts.
- (n) Adequate time to adjust.
- (o) A limited number of last-minute time pressures.
- (p) Freedom from rules, details and reports.
- (q) A generous amount of independence and unusual assignments.
- (r) To find new ways of doing things away from tradition.

In contrast, she will be demotivated if:

- (s) She perceives that she is not liked.
- (t) She is not invited into meetings with her peers.
- (u) She has her territory (opportunity) reduced in size.
- (v) She feels she is not part of the team.
- (w) She does not have enough people contact.

Primary Profile - February 10, 2005



Special Note: The self-motivators are in no special order. The alphabetical letters to the left of each statement are used to help rank-order the self-motivators in Forté Performance Coaching.