

# Driver Report

## Private & Confidential

### Mr. Thomas Sample

	I	II	III
D	7	5	2
I	4	3	1
S	8	6	2
C	4	8	-4

### RISK RATING - HIGH

Risk rating derived from self-report, ipsative behavioural questionnaire and empirically based expert analysis on behavioural ratings

### DRIVER STYLE & CORE RISK FACTORS

Mr. Sample has a behavioural characteristic that may have a moderating influence on the others, this means his actions may vary, depending on whether this characteristic is being emphasised or not.

Generally, the following may apply:

Mr. Sample could be an unpredictable, impatient and impulsive driver. It is likely that he may be disorganised and inadequately prepared for his driving and other duties, leading to rushed, careless and potentially dangerous driving. Disliking controls, disciplines, regulations and generally accepted practices, he possibly will disregard conventional driving rules and courtesies to suit himself.

In general, Mr. Sample has a competitive, aggressively self-centred behavioural and driving style. In response to other road users, he may become verbally aggressive, which could impact negatively on his concentration, self-control, tolerance and consideration. If directed at other road users, this verbal aggression may provoke an aggressive driving response in return.

Naturally self-assured, with minimal concern for risk, Mr. Sample could frequently and consciously take risks others perceive to be irresponsible, unnecessary and may be a real danger not only to himself, but to all road users. He tends to be assertive and strong willed and is liable to become bored very quickly and hence distracted far more readily than most other drivers, losing his focus and not concentrating fully on the task at hand.

In favourable conditions, the steadiness characteristic may have a moderating influence on the other characteristics and Mr. Sample may become a lower risk driver. He could become slightly more reliable, patient and conscientious, may attempt to plan ahead more and follow the Highway Code. He may endeavour to be more careful and try to consider the consequences of his actions on other road users. He could make more of an effort to concentrate on the task at hand.

### DESCRIPTIVE WORDS

Deliberate, amiable, dependable, persistent, good listener, kind, inquisitive, assertive, competitive, persuasive, communicative, verbal, firm, persistent, stubborn, strong-willed and independent.

## **GENERAL CHARACTERISTICS**

- Verbally communicates facts and information.
- A good listener who will give advice.
- Can use persuasion and facts to win people over.
- Likes to organise and plan his work and will conscientiously see a job through to conclusion.
- Reluctant to cut corners or take short cut methods.
- Self-motivated, wants to achieve results.
- Stubbornly independent.
- Makes decisions within his specialist area of competence and expertise.

## **Motivators**

Mr. Sample is motivated by security of situation, sincere recognition of his achievements and challenging objectives which are fully understood. Ideally he wants explanations, not restrictions, with opportunities for advancement within his area of expertise.

Should Mr. Sample have a boss, then ideally that person will be a diplomatic but direct leader, who takes time to clearly define parameters and objectives and then allows him to get on with the job. Consultation with Mr. Sample should be on a regular basis.

## **Values Mr. Sample brings to the Organisation**

The predominant strength of Mr. Sample is his combination of steadiness with assertiveness and an ability to motivate others. He shows commendable patience in listening to queries and opinions. This congenial approach encourages others to seek advice from him. His deliberate, persistent attitude hides a stubborn determination to achieve results and reduce costs. He is capable of persuading others to follow his lead.