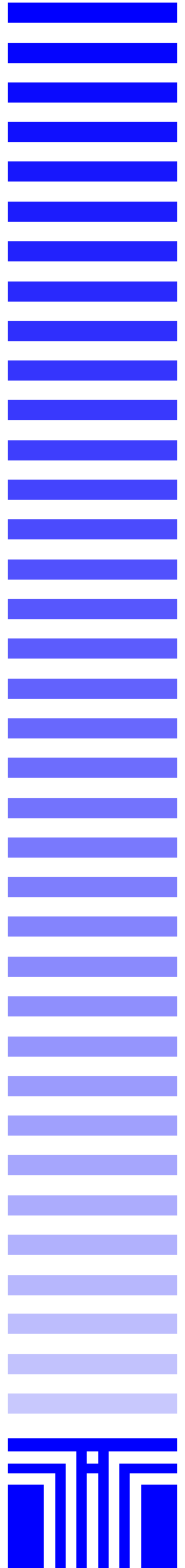


# THE GOLF STROKE SAVER

Analyzing your Style  
to Improve your Game

*"He who knows others is learned.  
He who knows himself is wise."  
-Lao Tse*

**John Doe**  
12-28-1999



# INTRODUCTION

It is understood that much of the game of golf is mental, not physical. When you approach the ball it is just lying there. It is not spinning, rolling, flying through the air or falling. Therefore, whatever curve, height or speed the ball exhibits it is a result of some action on your part. After you hit the ball you have time to either evaluate the shot, prepare for the next shot, or both, but the correct use of this time can improve your game as much as driving range practice. Research shows that those who understand themselves, their strengths and weaknesses, can relate that information to how they play the game of golf and thereby improve their game.

*"All people exhibit all four behavioral factors in varying degrees of intensity."  
-W.M. Marston*

# YOUR GOLF CHARACTERISTICS

*Based on your responses, the report has selected statements to provide a broad understanding of your golfing style. These statements identify the basic natural behavior that you bring to the course. Use the Golf Characteristics to gain a better understanding of your natural golfing style.*

You can be aggressive and direct on the golf course, but still considerate of others in your group. You are often in a hurry and show up at the course either a little late or right before tee-off time. You would benefit by allowing yourself enough time to warm up and hit a few practice balls before beginning play. You are an aggressive individual who wins through hard work and persistence. You are a "charger" on the golf course. Slow play will tend to irritate you more than the average golfer. You are a "money player" because your concentration improves and you tend to play better when there is something at stake. You have high ego strengths and others may view you as egotistical. You may "talk a better game than you play."

You like to make decisions quickly. This is often to your advantage off the golf course, but when applied to the game of golf it may have negative effects. You tend to play too hurriedly, taking too little time to consider the distance to the flag. You will work long hours until you solve a tough problem. Seeing quick results will reinforce you, therefore you have no trouble practicing. You can change, but resent being changed. You need to feel that you made the change yourself instead of being told what to do. You should realize that you need to think through what you want and expect to receive from the game of golf. You should be able to articulate your goals before starting lessons.

People who communicate with a logical presentation of the facts influence you. People

## **YOUR GOLF CHARACTERISTICS**

need to explain to you why they are telling you to grip the club in a certain way, change your method of address, your swing, etc. You tend to be intolerant of people who seem ambiguous or think too slowly. If they hem and haw around you're not likely to pay much attention, no matter how sound the advice. Sometimes you stop listening when people are advising you on your game. You need to take a few swings and then "tune in" again. You like people who give you options rather than opinions. Sometimes there is only one right way to do things but, where possible, you need a variety of choices and to be able to choose the one you think is best for you.

# STRENGTHS AND WEAKNESSES

*Each golfer brings strengths and weaknesses to the golf course. This section of the report allows you to analyze your strengths and weaknesses. Read and share these statements with your partner(s). You may not actually have any of these weaknesses. An area of strength, however, can become a weakness if carried to extreme. Identify at least one thing that is raising your score and develop a plan to overcome it.*

- STRENGTH - Seek challenges and problems to solve. WEAKNESS - Takes on too many and may forget priorities.
- STRENGTH - Strong ego. WEAKNESS - May be seen as argumentative and combative with others.
- STRENGTH - You always keep in mind the big picture. WEAKNESS - May be so concerned with the overall strategy for improving your game that you neglect the little details which can ultimately make or break you as a golfer.
- STRENGTH - You are a strong advocate of your opinions. WEAKNESS - You may not listen to all of what someone is saying before injecting your opinion.
- STRENGTH - Set high standards for self and others. WEAKNESS - Standards may be so high they are impossible to achieve.
- STRENGTH - Good interpersonal relationship skills. WEAKNESS - none.
- STRENGTH - Problem solver. WEAKNESS - Act impulsively and make decisions about not only your golfing technique but your shot-making based on a surface analysis.

## STROKE SAVING TIPS

*These tips were selected specifically for you. While all the tips may not apply, there will be several that will make a significant difference in your score. Your physical skills may diminish some of these tips, but working on the mental side of your game can impact your score positively.*

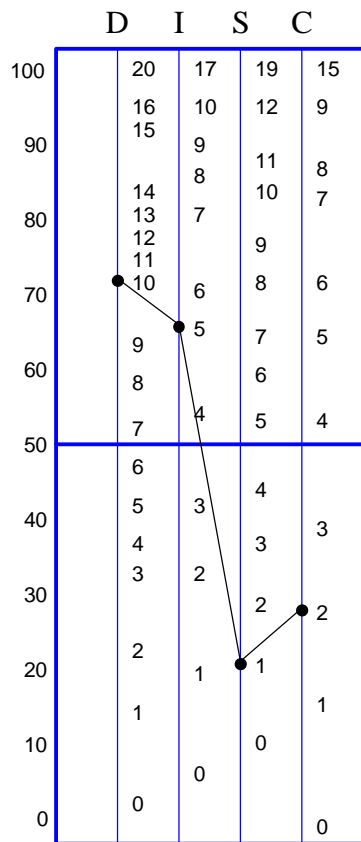
- Play within yourself.
- Don't try to kill an eight iron when an easy seven will do the job.
- Don't let slower moving people frustrate you and lose your concentration.
- Fit the intensity to the situation.
- Get to the course early and relax.
- Slow down your back swing.
- The latest clubs and balls only help when you have perfected your swing.
- Control your temper.
- Remember, people drive for show and putt for dough.

# STYLE ANALYSIS GRAPHS

**John Doe**

12-28-1999

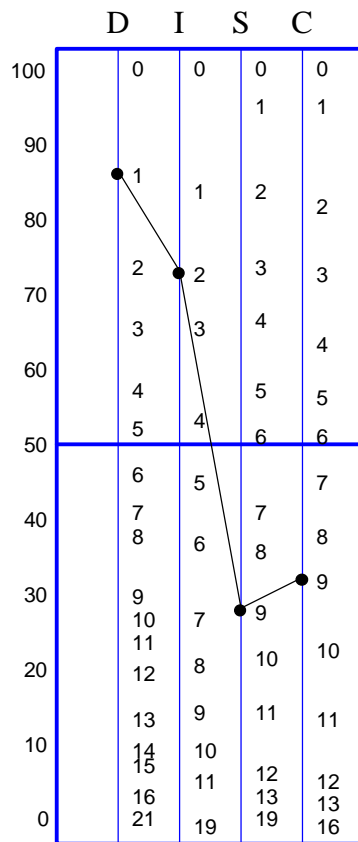
**MOST**  
Graph I  
Adapted Style



Score  
%

10	5	1	2
72	66	22	29

**LEAST**  
Graph II  
Natural Style



1	2	9	9
86	73	29	33

# THE SUCCESS INSIGHTS WHEEL™

The Success Insights Wheel™ is a powerful tool popularized in Europe. In addition to the text you have received about your behavioral style, the Wheel adds a visual representation that allows you to:

- View your natural behavioral style (circle).
- View your adapted behavioral style (star).
- Note the degree you are adapting your behavior.
- If you filled out the Work Environment Analysis, view the relationship of your behavior to your job.

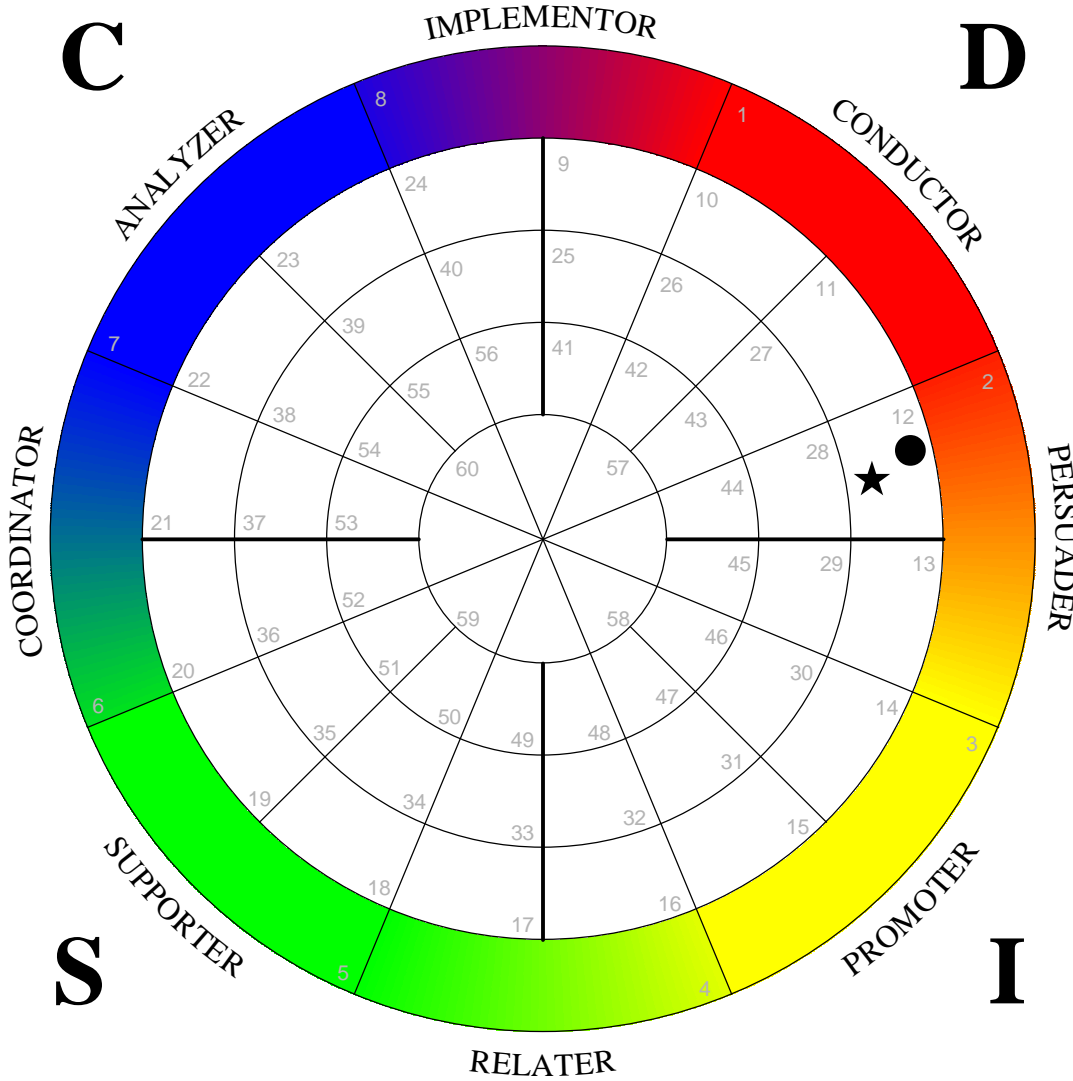
Notice on the next page that your Natural style (circle) and your Adapted style (star) are plotted on the Wheel. If they are plotted in different boxes, then you are adapting your behavior. The further the two plotting points are from each other, the more you are adapting your behavior.

If you are part of a group or team who also took the behavioral assessment, it would be advantageous to get together, using each person's Wheel, and make a master Wheel that contains each person's Natural and Adapted style. This allows you to quickly see where conflict can occur. You will also be able to identify where communication, understanding and appreciation can be increased.



# THE SUCCESS INSIGHTS WHEEL™

**John Doe**  
12-28-1999



Adapted: ★ (12) CONDUCTING PERSUADER  
Natural: ● (12) CONDUCTING PERSUADER