



How Each of the 12 Driving Forces® React to Crisis

During periods of crisis or uncertainty about the future, professionals in all industries will find themselves in increasingly stressful and confusing situations. **In times like these, it makes sense to turn to what you know best: Yourself.**

While the science of self is explored through all of our assessments, you should focus on your Drivers right now, which come from the 12 Driving Forces® assessment. These Drivers tell you what's important to you, and explain why you do what you do.

Think about your top 4 Drivers, and take a look at how those Drivers react to crisis.

KNOWLEDGE - Instinctive & Intellectual

INSTINCTIVE

Pain Point - Sorting through constant influx of information to find out what is relevant to them.

DO: Find a trusted and reliable source of information, and gather a daily snapshot.

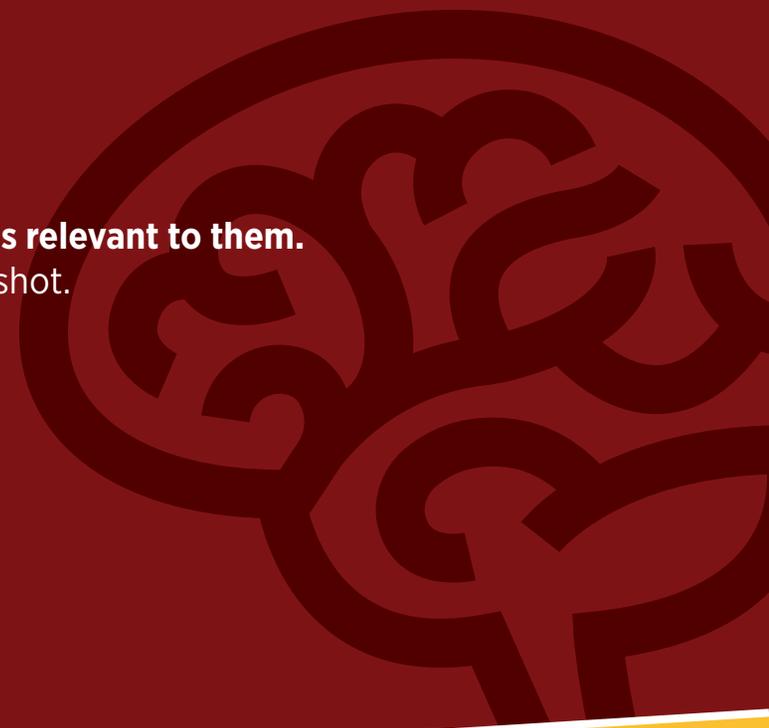
DON'T: Overextend and stress yourself out to stay current.

INTELLECTUAL

Pain Point - Burnout from constant information seeking.

DO: Pivot from information gathering to information sharing.

DON'T: Try to learn everything at once.



UTILITY - Selfless & Resourceful

SELFLESS

Pain Point - Not sure where to focus in chaotic situations.

DO: Ask for the clarity that you need.

DON'T: Be inflexible.

RESOURCEFUL

Pain Point - Frustrated at the slow pace we've had to adopt, in business and personal lives.

DO: Help others maximize productivity and resources.

DON'T: be impatient with others who are less reactive than you.



SURROUNDINGS - Objective & Harmonious

OBJECTIVE

Pain Point - Frustrated at lack of adaptability from others.

DO: Try to feel connected with everything going on around you and your team.

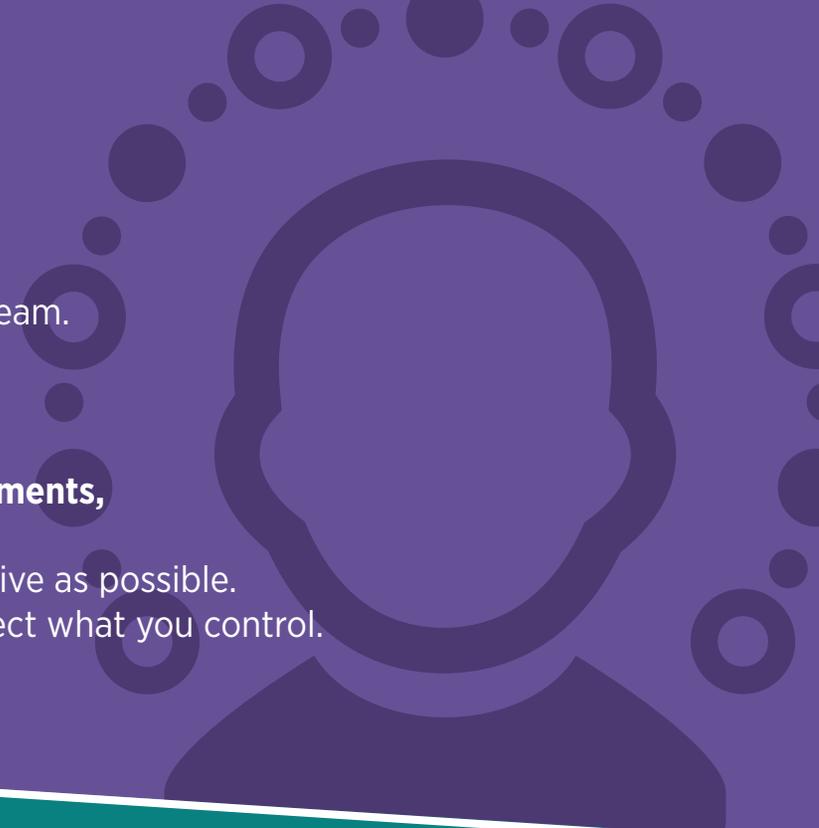
DON'T: Isolate yourself and shut off from emotions.

HARMONIOUS

Pain Point - Struggling with the shifts in their social and physical environments, especially when their current 'experience' is one of panic.

DO: Make your environment, even when WFH, as comfortable and productive as possible.

DON'T: Try to focus on a large scale picture right now. Understand and effect what you control.



OTHERS - Intentional & Altruistic

INTENTIONAL

Pain Point - Concerned about 'your circle', while worrying about the overreactions and actions of others.

DO: Reach out to others and protect your people by preparing and sharing.

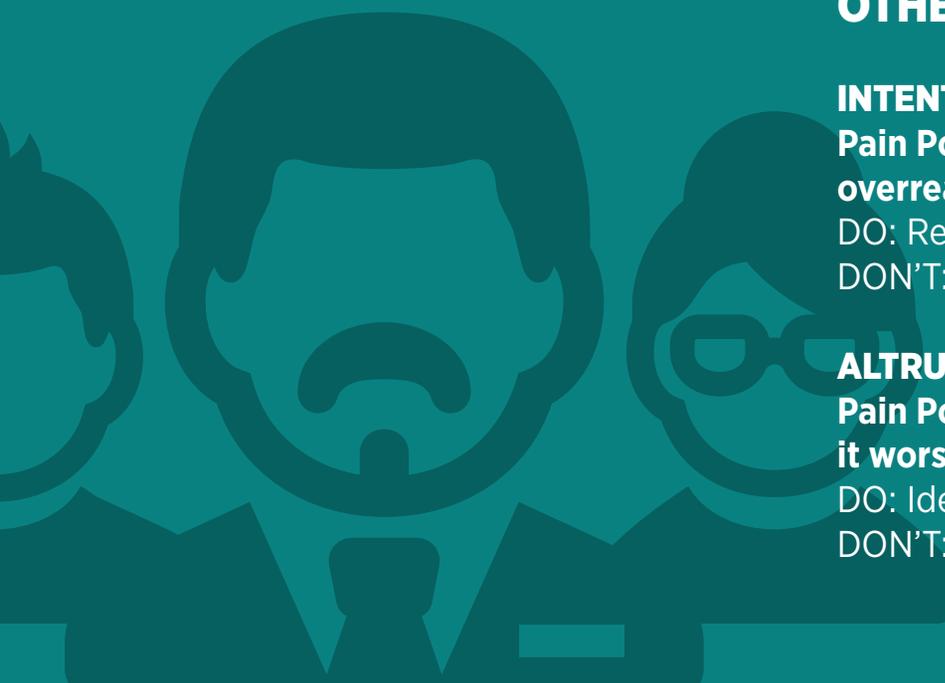
DON'T: Be insensitive of the plight of others.

ALTRUISTIC

Pain Point - Likely extremely worried about all the other people who have it worse off than they do. This can lead to spiraling anxiety.

DO: Identify reasonable ways you can help.

DON'T: Overextend your giving ability.



POWER - Collaborative & Commanding

COLLABORATIVE

Pain Point - Missing in-person collaboration as transition to WFH continues.

DO: Reach out and meet goals as a team.

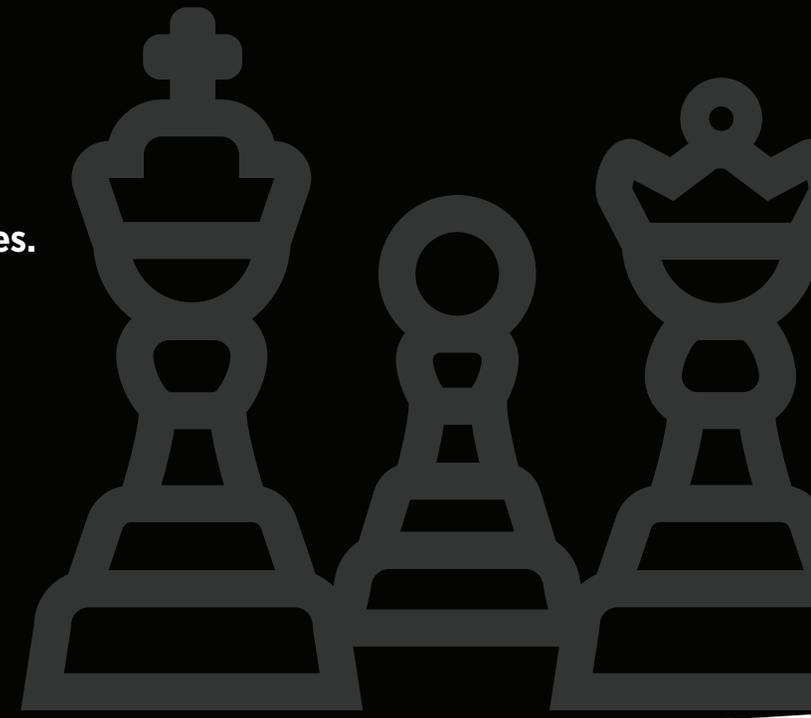
DON'T: Underestimate yourself and your own ability.

COMMANDING

Pain Point - Overextending to help team transition.

DO: Use your power to lead and inspire others.

DON'T: Run over people with your opinions.



METHODOLOGIES - Receptive & Structured

RECEPTIVE

Pain Point - Others aren't adjusting as quickly as them to changes.

DO: Embrace the change and help others adapt.

DON'T: Try push change too quickly/ move too fast.

STRUCTURED

Pain Point - Struggling to accept that ritual and habit are disrupted across a global scale.

DO: Become a cultural guardian and help team and loved ones transition.

DON'T: Get bogged down in old ideas.

What's Your Next Step?

Now you know how to immediately react to crisis situations, according to your top Drivers. But, what's your next step? **How can you continue to develop your awareness and understanding?**

- Consider your Drivers and the Drivers of your peers while communicating in close quarters.
- Learn more about your Drivers at www.precisionhiring.com
- Contact Precision Hiring & Development to learn more about understanding yourself and others.



**To learn more about 12 Driving Forces,
and how they can impact your future,
contact Precision Hiring & Development
today at 800-875-7599 or visit [www.
precisionhiring.com](http://www.precisionhiring.com)**