



TEIQue

## Developmental Report

John Smith



Self-perceptions create your reality and your self-perceptions create yourself.  
Konstantinos V. Petrides



## Introduction to your TEIQue Developmental Report

This is a very special set of reports that I have written to help you act on your trait emotional intelligence (trait EI) profile. The profile is fully explained in the standard TEIQue reports (of which there are two versions: personal/counseling and corporate). Thorough as these reports are, they focus primarily on describing your emotional world without due attention to how the scores can be managed or even altered in the longer term.

Managing your personality is much more realistic than trying to change it, at least during the early stages of personality development and inner engineering. Longer term efforts can lead to permanent changes as, of course, can abrupt or unexpected life events. In any case, a significant question naturally arises from becoming aware of your trait EI profile and that is “What now”? This is precisely the question that the Developmental reports will help you to answer.

All TEIQue profiles potentially have advantages and disadvantages. The Developmental reports focus firmly on the latter, addressing possible limitations in the underlying personality as alluded to by the corresponding TEIQue profile. Inevitably (for reasons of space), there is little mention of the profile's strengths. It must be understood at the outset that these reports are not intended for purposes of self-verification or to reinforce existing presumptions or complacencies. Rather, they highlight potential threats and blind spots in the personality sphere with a view to bringing them to the individual's conscious awareness. From there, they can be tackled using a range of practical tools and remedies presented in the reports.

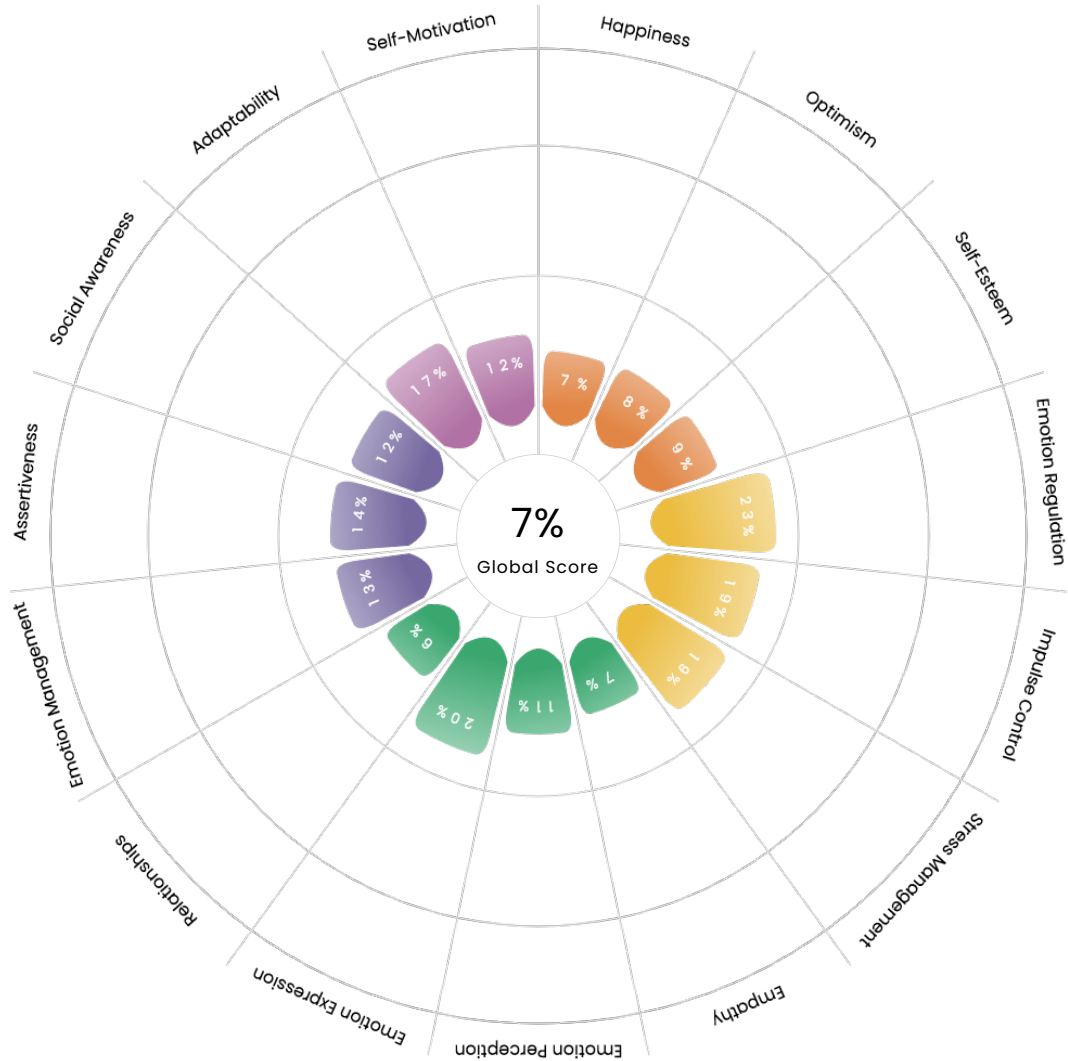
To be sure, neither personality management nor (much less) desirable personality change can come about without conscious and consistent effort on your part. No one can undertake this task on your behalf, but it can be made more effective and efficient under direction. I have written these reports over a period of more than 10 years, drawing on deep (in many cases, perennial) knowledge pertaining to matters of human psychology and existence.

The body of work that I continue to make available definitively surpasses all prevailing models, tools, and standards of mundane psychology. I trust that you will be able to benefit from it.

Konstantinos V. Petrides

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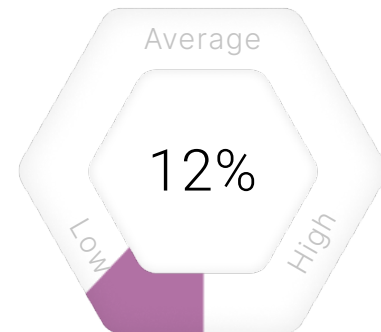


“Your perceptions create your reality and your self-perceptions create yourself.”

Konstantinos V. Petrides



## Self-Motivation



### LACK OF INTEREST

Low self-motivation may be the result of apathy or boredom both of which are life inhibitors and career showstoppers.

Apathy and boredom inevitably lead to suboptimal life and work performance along with everything that these entail. They are frequently the result of inconsistencies between personal values and priorities on the one hand, and external goals or impositions, on the other. Work towards discovering your deeper values and evaluate whether they are consistent with the goals you are currently called to achieve. If you conclude they are incompatible, you may need to consider change. Note that your inner values and desires may be subconsciously held and thus outside of your conscious awareness, meaning that you will be unable to identify the true sources of apathy without guidance. In any case, very strong motivation will ensue from the alignment of inner values and desires with outer circumstances and goals.

### LACK OF CHALLENGES

Low motivation may be the result of lack of challenges and unsuitable or non-existent goal-setting.

It is very common (for reasons and through processes that cannot be explained herein) for individuals to be unambitious in their goal-setting and small in their thinking, out of which reduced motivation and underachievement are bound to follow. Lower targets lead to responsibility deficits, decreased drive, and meagre rewards – negative feedback loops and vicious cycles. Take on more responsibility (at work or life, more broadly), become comfortable with stretching yourself, commit to your performance, and reap the rewards – not least in the form of improved motivation and confidence.

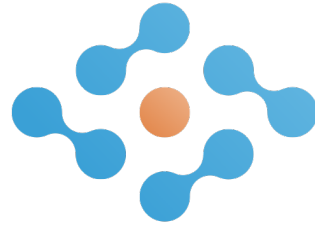


## Self-Motivation

### **FEELING OVERWHELMED**

Feeling swamped by daily challenges and responsibilities can be highly demotivating.

The first port of call in this case requires an examination of our general approach to time management. Do we actively manage our time or do we prefer to respond ad hoc to situations and requests as best we can? A disorganized approach leads to time pressure and stress. It is, therefore, helpful to learn systematically to carve up projects into manageable tasks. Establish realistic goals, prioritize, and then work methodically to accomplish each objective. Term calendars, weekly schedules and to-do lists can be helpful organizational tools. It is essential not to postpone action, since this generates anxiety and demotivation, in stark contrast to task completion, which boosts dedication and drive. Last, note that stress and the feeling of being overwhelmed can become chronic – even an aspect of personality – meaning that it begins to lurk irrespective of external conditions.



# Psychometric Laboratory

Reflection of your essence



Understand the  
fundamental forces  
guiding your  
decisions.



Contrast your  
present to your  
expectations.



Commit on a path  
through deliberate,  
mindful action.